



■ spotlight

March 2012 Vol. 45 No. 3



SIMON ARIAS

2011 SGA OF THE YEAR

A monthly publication spotlighting top producers of American Income Life and National Income Life



Roger Smith

Chief Executive Officer
AIL & NILICO

How to Spot a Great Leader: Look the Other Way

"Leadership is like beauty; it's hard to define, but you know it when you see it." — Warren Bennis

How can you spot a good leader?

It's kind of a trick question. Leadership is not easily defined. It's not something that conforms to a cookie-cutter recipe or paint-by-number formula.

We say someone exhibits "leadership qualities" if they demonstrate things like integrity, communication, creativity, decisiveness, adaptability, openness, fairness, assertiveness, sense of humor, persuasion, etc. We all know people who exhibit each of these qualities, but we may not call them leaders.

Another reason the definition is so hard to nail down is that great leadership is full of contradictions. A great leader is selfless, yet has a healthy ego. A great leader stands alone, is singular, unique, but somehow inspires others to emulate and follow him or her. Great leaders have their heads in the clouds while their feet are planted firmly on the ground.

Maybe it's easier to describe what leaders do than to define what they are.

Leaders create something out of nothing. They must not only develop the vision, but hold the vision and sell it to others. They must move boldly into the future on invisible wires, without a net.

Great leaders hire people and commit to bring out their hidden potential. They genuinely care about their people, and their people know it. They don't expect anyone to do anything they haven't done themselves. They

aren't afraid to get dirt under their nails and mud on their shoes. Whatever field they are in, the chances are excellent they have done it at some point with their own hands, learning it from the ground up. This is perhaps the most compelling reason our Company is structured the way it is, and why we believe so strongly in promoting from within.

A leader is all these things, but let's not forget the "glue" that binds it all together — what they stand for. Competence counts — but character matters more.

Which brings me to our SGA of the Year for 2011, Mr. Simon Arias.

Leadership qualities? In spades.

Not only does Simon hold the Company vision, he has instilled it in every person who reports to him.

It's obvious he cares about his people, because they so obviously care deeply about him.

He has built his Agency from the ground up. That is the very definition of hard work.

You won't find a more humble, down-to-earth, good natured — yet intense — individual than Simon Arias. Within 5 minutes of meeting him, you know exactly what he stands for: God, family, loyalty, integrity, helping people. It's who he is.

How can you spot a good leader? In the end, it's not about the leader at all — it's about the people being led. I've never experienced anything quite as heartwarming and emotional as the reaction of Simon's people when I announced that he was SGA of the Year. They were cheering, some were crying. They were so proud and happy to be a part of his success. That's what it's all about. That's how you spot a great leader.

In this issue of Spotlight, we also recognize the 2012 Executive Council. Leadership is one of the hallmarks of Executive Council members, and we look to the Council to help lead our Company to continued growth and prosperity. Again, look to their Agencies to tell the story of their leadership. You'll see excellence reflected back on these SGAs.

Please join me in congratulating our SGA of the Year and our new Executive Council.



spotlight

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sga career track New Markets Opening & Expanding

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.

total bonuses paid out

This month AIL and NILICO paid a total of \$3,277,653 in bonuses. For more information on the monthly bonuses, turn to Page 09.

Total: \$3,277,653

required retention rate

Effective Jan. 1, 2012, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

Retention: 69.0%
Net to Gross: 78%

dates to remember

eApp business and paper applications subject to the **7 day hold** should be uploaded or sent to Home Office by **Tuesday 04/24** before 2:00 P.M. CST. Paper apps for areas excluded from the 7 day hold and PR credits must be at HO by **Thursday 04/26** to count for **April** production.

corrections

Stephanie Dor was a President's Club Qualifier in February's issue.

Additional Convention Qualifiers:

- Brenton Betts
- Jenna Grula
- Kelly Yingling

*look for the asterisk

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2013 Awards Presentation, are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. You can view the 2013 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful Manchester Grand Hyatt located in Sunny San Diego! The convention will be held May 22-25, 2013.*



sa/ga
training
bonus

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2012 executive
council

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leadership
academy

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2011 sga
of the year

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personal
recruit bonus

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LOOK
FOR ME!

With a 50% closing average, referral leads are well worth your time.



Collecting Referrals is Just the Beginning

25% = referrals collected that we call on

38% = Company ALP generated from referral leads

50% = referrals called on that we close

\$820 = average ALP per household on referral leads

2011 figures – Read those numbers again.

Referral leads are time sensitive – contact them promptly!



CONTEST EXTENDED!

The SA/GA Direct Code Field Training Bonus has been so successful, it has been extended to **December 31, 2012!** Since this Bonus was introduced, the number of weekly bonuses and the number of qualifying SAs and GAs have both continued to increase. The purpose of the Bonus is to give SAs and GAs a vested interest in getting and keeping their Agents hitting bonus each week, which leads to better Agent retention and team and Agency growth. Talk to your manager about how the Direct Code Field Training Bonus can add to your income each month!

TOP FEBRUARY BONUS LEADERS



KATIE SHUGERT
\$4,887
Surace-Smith

VALERIE CORMIER
\$4,693
Steve Greer

KEVIN HOLTZ
\$4,024
Surace-Smith

JESSICA SANTAMARINA
\$3,711
Matthew Hogan

DUSTIN DUNLAP
\$3,662
Surace-Smith

FEBRUARY BONUS LEADERS

February Bonus Payout \$381,666
February Bonus Qualifiers 615

1	Katie Shugert	\$4,887	Surace-Smith	26	Anthony Theriault	2,403	Surace-Smith
2	Valerie Cormier	4,693	Steve Greer	27	Edward Atkinson	2,360	Surace-Smith
3	Kevin Holtz	4,024	Surace-Smith	28	Andre McCallum	2,346	Surace-Smith
4	Jessica Santamarina	3,711	Matthew Hogan	29	Aaron McLean	2,332	Imran Satti
5	Dustin Dunlap	3,662	Surace-Smith	30	Keturah Malaykhan	2,316	Theodore Pappas
6	Heather Leitch	3,567	Cunningham-Weatherspoon	31	Josephine Brown	2,246	Steve Friedlander
7	Ryan Fickert	3,489	Surace-Smith	32	Matthew Conrad	2,245	Surace-Smith
8	Sean O'Reilly	3,340	Cunningham-Weatherspoon	33	Billy Northington	2,239	Alex Roland
9	Nicholas Moore	3,226	Oldham-Bianchi	34	Aaron Dunlap	2,239	Simon Arias
10	Jordan Freeman	3,182	Steve Greer	35	Amanda Beyersdorff	2,199	Surace-Smith
11	Jodi Bohdal	3,122	Fred Hadayia	36	Vaine Rere	2,195	Steve Friedlander
12	Joshua Fosnight	3,055	Simon Arias	37	Louis Giogaia	2,192	Theodore Pappas
13	Miguel Cotrina	2,813	Steve Friedlander	38	Matthew Marchitto	2,155	Oldham-Bianchi
14	Alisha Armand	2,737	Theodore Pappas	39	Timothy Wilson	2,109	Philip Prata
15	Kalle Convery	2,667	Simon Arias	40	Ofa Siasau	2,088	Steve Friedlander
16	Paul DeRenzo	2,655	Simon Arias	41	Kevin Ristau	2,066	Alex Roland
17	Adam Huck	2,646	Surace-Smith	42	Amr Shater	2,040	David Hausman
18	Bobby Szwaja	2,601	Theodore Pappas	43	Christopher Favor	2,032	David Hausman
19	Jared Durham	2,600	Simon Arias	44	Samantha Romano	2,021	Fred Hadayia
20	Andrew McQuade	2,546	Richard Correa	45	Unique Hunnicutt	1,988	Alex Roland
21	Dennis George	2,528	James Bailey	46	Amy Smith	1,933	Slav Bitman
22	Harold Durana	2,499	Jatoft-Foti	47	Nitesh Bhogaraju	1,831	Steve Friedlander
23	Kyle Wrobel	2,475	Surace-Smith	48	London Burnett	1,829	Surace-Smith
24	Marcus Noel	2,440	Imran Satti	49	Zbigniew Stankiewicz	1,800	Fred Hadayia
25	Debbie Moke	2,419	Steve Friedlander	50	Shahab Mahdavinejad	1,790	Theodore Pappas

Please Note: Bonuses listed consist of the top 50 bonus qualifiers. See insert for the remaining qualifiers of \$200 or more. Contest ends December 31st, 2012. For full bonus details, visit www.aife.com/arc/spotlight.aspx



Bernard Rapoport

Founder
American Income Life

American Income's Greatest Asset: Our People

This is an exciting time for American Income. The Company is growing at a rate that we never thought would be possible. When I think about the production level of the average SGA today compared to what it was 50 years ago when we started American Income, I have to pinch myself.

I want to congratulate Simon Arias of Pennsylvania for being selected as the SGA of the Year." I have had the pleasure of meeting young Simon, and I can tell you he is made of some of the rarest stuff in the heavens. He is a worker. He is someone who is exciting. When American Income gave him his start, he forged ahead and he is now doubling, tripling, and quadrupling sales with all that talent with which he has been blessed.

Simon is exactly the kind of person I had in mind when I started American Income. He is a marvelous individual; I know this, because only a marvelous individual could accomplish what he has. I look forward to meeting him with excited anticipation. His record definitely tells us of his greatness and points to his ever-increasing greater potential.

As I review the list of winners in this production period, American Income today is the most exciting insurance company in the United States – maybe the world. Someone once asked me to what did I attribute the success of American Income. I responded, "the people" and that is true for those who came in some 50 years ago, and those who are coming in today.

William Shakespeare said, "There's a tide in the affairs of men, which taken at the flood, leads onto fortune; omitted all the voyage is bound in shells and miseries." As I look over the reports month after month after month, I think that Shakespeare had you in mind when he wrote those wonderful words!

When I started American Income, I had two agents. I had to recruit more people, so I painted them a verbal picture of what could be. From that day on, we made sure people understood they had a company that was behind them, was for them, and would do anything and everything to help them get on the road to success.

Oliver Wendell Holmes, Jr. said, "I find a great thing in this world is not so much where we stand, as to what direction we're moving — we will sail sometime with the wind and sometime against it — but we must sail, and not drift, nor lie at anchor." Yes, I think that advice speaks for itself.

We are blessed at American Income; I do not think there is any company in the world that has a finer group of people at the helm than what we have at American Income. When I started the Company, I never dreamed I would have people like Roger Smith to help me build the company. He is a genius, no question about it. He has provided each of you with leadership that you cannot duplicate. Now you have a new president, Scott Smith. Look at the leadership you have! The leadership promises no barriers to success. It is all in your hands.

When I think about these past 50 years, I could not even dream of having the kind of people we now have. In the early years we wondered if we were going to survive, but we did and with much success. American Income, from the first day it was formed, was, is, and always will be the Company of *Opportunity Unlimited*. I am amazed and so excited that what I might have thought was impossible, so many years ago, has become a reality thanks to great leaders like Roger Smith and Scott Smith.

Congratulations to all award winners and convention qualifiers. You really are The World's Greatest Sales Force, and I couldn't be prouder of you.



CURRENT CONTEST LEADERS

STATE GENERAL AGENTS

	Name	1st Six Month	STD%	First Time 15%	Code	STD%	Average%
Cat I & II	Simon Arias	271.6	368.6	220.0		286.7	
	Surace-Smith	188.2	281.8	126.1		198.7	
	Williams-Zophin	107.3	176.7	117.9		133.9	
	Oldham-Bianchi	98.4	180.0	107.4		128.6	
	Steve Friedlander	81.6	176.0	120.9		126.2	
Cat III & IV	Fred Hadayia	107.8	134.5	73.3		105.2	
	Theodore Pappas	180.6	248.0	138.8		189.1	
	Imran Satti	113.3	200.0	88.0		133.8	
	Steve Greer	113.7	153.3	108.4		125.1	
	Matt Henderson	110.0	120.0	80.0		103.3	
Cat V & VI	Scott Sonnenberg	152.4	155.0	166.7		158.0	
	Joseph Diecedue	124.5	130.0	109.1		121.2	
Cat SU & RKE	Sabrina Lloyd	242.4	240.0	170.0		217.5	
	Alex Roland	197.3	250.0	176.7		208.0	
	Cunningham-Weatherspoon	167.4	210.0	186.7		188.0	
	Jason Adamo	47.5	266.7	191.7		168.6	
	Kevin Davis	98.3	110.0	123.3		110.6	
	Dorian Oldham	108.9	80.0	134.3		107.7	
	Christopher Jordan	36.3	127.3	155.6		106.4	
Jeremy Welch	83.5	140.0	91.4		105.0		



MANAGING AGENTS

	Name	Codes	Net ALP
RGA	Michael Vasu	98	\$988,281
	Thomas Vena	98	782,924
	Patrick Bendure	67	721,671
	Bo Gentile	79	539,496
	Stephen Hill	43	348,677
MGA	Justin Adams	40	\$405,928
	Jason Bratin	46	372,492
	Mathew Hart	37	327,356
	Matthew Parks	25	317,076
	Simon Rolland	47	307,066
GA	Bryon Welch	23	\$215,926
	Matthew Conrad	13	173,223
	Dustin Dunlap	12	161,719
	Kevin Ristau	17	148,435
	Zachary Santino	13	136,468
SA	Ryan Fickert	6	\$105,918
	Josephine Brown	10	82,571
	Edward Atkinson	7	75,334
	Katie Shugert	5	72,864
	Pamela Altman	6	72,375

PERSONAL PRODUCERS

Name	Net ALP
Tone Munro	\$168,988
Ryan Kendl	135,481
Stephanie Dor	134,596
Mark Neilson	122,706
Jesusdieu Portilus	121,782
Rebecca Najlis	117,777
Alan Sedaghat	111,897
Erez Shabtay	105,829
Lily Tchen	103,004
Michal Majewski	100,485
Kristy Nguyen	97,894
Amy Shui	96,048
Max Quasem	94,300
Maria Rocha	93,524
Daniel Toshner	83,626
Richard Luzaich	82,356
Katie Massart	79,544
Roghie Hassan Loo	78,009
Terrence Asuncion	77,799
Paul DeRenzo	77,516

PR REPS

	Name	Leads
Cat I	Gabriela Berloni	16,957
	Chuck Hill	12,714
	Brenda Di Somma	11,695
	Malka Arony	11,283
	Mark Gagliardi	8,825
Cat II	Robin Andrade	9,763
	J T Tasker	6,215
	Erica Dalager	5,936
	Maureen Roberts	5,048
	George Farenthold	4,270
Cat III	Mario Soljan	6,679
	C J Briggie	6,251
	Bonnie Ellingson	6,101
	David Blaisdell	6,088
	Carlton Debord	5,777
Cat IV	Darrell Dorey	7,790
	Lori Vaughn	4,719
	Christina Stableford	3,987
	Anna Rohrer	3,744
	Randy Stockley	3,690

Please Note: The 6 month Hawaii Contest Period runs from October 1, 2011 to March 31, 2012. Current Contest Leaders are for the first five months ending February 29, 2012 and winners are subject to other qualifications such as retention for agents and original card percentages for PR. For full contest details and qualifications, visit www.aillife.com/arc/spotlight.aspx.

Anniversaries

26 Years of Service
William Verbeten, PR
22 Years of Service
Brenda Di Somma, PR
21 Years of Service
Roger Fung, RGA
Kelly McDonald, AGT
16 Years of Service
Steven Engrav, RGA
14 Years of Service
Randy Stockley, PR
13 Years of Service
Bob Olson, SGA
12 Years of Service
Rob Hay, SGA
Earnest Loveless, AGT
11 Years of Service
Scott Florin, AGT
Rebecca Klebsch, RGA
Krista Thieme, MGA
Benjamin Van Fossen, AGT
10 Years of Service
Fran Christie, PR
John McGrath, RGA
Russ Morris, RGA
Herivelto Pereira, AGT

9 Years of Service
Rachel Arenas, RGA
Omar Hashimi, AGT
Adam Kahn, AGT
James Larkin, AGT
David Solomonov, AGT
8 Years of Service
Mitch Duplantis, RGA
Iryna Sushkova, AGT
7 Years of Service
Corey Carbon, MGA
Andrea Yee, AGT
6 Years of Service
Brian Blair, AGT
Richard Carter, AGT
Taina Lamako, MGA
Matt Pflueger, RGA
John Sparby, MGA
5 Years of Service
Alvin Hagens, MGA
Evan Holzauer, RGA
Rencel Jones, MGA
Dustin Klingebiel, AGT
Keith Litterst, SA
Emil Mohareb, MGA
Tim O'Connor, PR

Arnold Paaleb, MGA
Jonathan Russell, GA
Atta Saleh, RGA
Huihann Wee, GA
4 Years of Service
Michael C Brown, AGT
Mary Ann Gaelic, AGT
Daniel G Johnson, SA
Peter Kwiatkowski, GA
Brock Lampee, AGT
Gabriel Manzo, AGT
Juan Morales, SA
Jacqueline Reim, AGT
Kimberly Riley, AGT
John Tippett, AGT
Kristi Vang, AGT
Bernard Weaver, PR
Evan Wicklund, MGA
3 Years of Service
Todd Bornstein, MGA
Christine Augustus, AGT
Viet Chung, SA
Brandon Cooley, SGA
Matthew Diulus, MGA
Melissa Dorey, PR
Tommie Edwards, AGT

Sara Gilley, SA
Joseph Hedborn, GA
Frederick Hyde, AGT
Linda Jackson, GA
Nicole Johnson, GA
Donna LaMontagna, PR
Colin Lyse, MGA
Jonathan Maust, MGA
Lisa McGee, PR
Mark Neilson, MGA
Andrea Nichols, MGA
Scott Patterson, GA
Simon Rolland, RGA
Nicole Schneider, PR
William Smith, MGA
Tatjana Tikhonov, AGT
Matthew Turnquist, RGA
Afuiva Vaai, GA
Vatapuia Vavau, GA
2 Years of Service
Christine Augustus, AGT
George Baumberger, GA
Jodi Bohdal, GA
Christian Chavez, PR
Kathryn Cole, AGT
Kalle Convery, GA

Randall D Cook, MGA
Matthew Cosic, GA
Carlton Debord, PR
Leslie Ellis, MGA
Lisa Fioravanti, PR
Anna Gincheran, PR
Tyler Hoffman, PR
Adam Huck, SA
Elyse Koven, AGT
Tracy LePore, GA
Merva Morgan, AGT
Rebecca Najlis, AGT
Deborah Parnell, AGT
Tina Phongsavath, MGA
Connie Reichard, SA
Jesse Remby, GA
David Scalis, PR
Jason South, AGT
Mark Wyner, RGA
Rhett Zimmerman, AGT
1 Year of Service
Ahmad Abdollahzadeh-Parsa, GA
Milena Arceo, SA
Nicholo Arceo, SA
Matthew Atavi, AGT
Julian Brown, AGT

Michael Brunello, AGT
Bernadette Casciato, GA
Andrew Cavicchi, SA
Chris Clark, SA
Clark Coles, GA
Kevin Colyer, SA
Chad Davis, SA
Jessica Dean, SA
Jean-Francois Diotte, GA
Tracy Duran, GA
Timothy Durr, SA
Darryl Edwards, AGT
Joseph Falzone, SA
Uatesoni Filimoehala, SA
Lawrence Forte, AGT
Scot Gates, SA
Alexander Gonzalez, GA
Isaac Gonzalez, AGT
Valerie Goode, SA
Mark Hart, AGT
Richard Henry, RGA
Ryan Hernandez, SA
Eric Hidy, SA
Cory Hobbs, GA
Tiare Hubbard, SA
Brian Hutchings, SA

Kody Karhliker, MGA
Angeline Kasinski, AGT
Timothy Kramarenko, MGA
Alexander Leshchik, GA
Isaac Lo, AGT
Beau Locker, MGA
Crystal Lynch, GA
Chris Manning, SA
Jennifer McBroom, SA
Andre McCallum, SA
Brandon McCrea, GA
Aaron McLean, GA
Janice Moseychuck, SA
Va Moua, AGT
Erin Murray, SA
Dan Nebraski, GA
Billy Northington, MGA
Timothy O'Brian, SA
Premalata Pandey, SA
Richard Pazak, AGT
Christopher Phoenix, AGT
Michael Polakowski, GA
Lian Powlette, AGT
Precius Prevalus, AGT
Aaron Ralston, MGA
Michael Robinson, AGT

Richard Rowe, AGT
Norman Roy, AGT
Zachary Savage, SA
Brandon Schwed, RGA
Ofa Siasau, GA
Davida Smith, SA
Dwelyn Smith, SA
Jesse Spencer, GA
Matthew Starr, AGT
Levi Stearns, SA
Zachary Suarez, AGT
Peter Talamaivao, SA
Chelsie Taylor, AGT
Kyle Taylor, GA
Eric Thompson, SA
Ho Tran, SA
Sara Vaz, MGA
Lori Williams, AGT
Bob Wingate, SGA
Stephen Wolf, SA
Ron Yarman, AGT

Promotions

Regional General Agent
Dorian Brown
Matthew Girard
Sebastian Kazek
Tiffany Madsen
Michael Mandella
Matt Pflueger
Brandon Schwed
Matthew Turnquist
Mack Doby
Master General Agent
Josh Bloomquist
Sean Cahill
Sommer Daves
Dennis George
Beau Locker
Matthew Lukesh
Richard Lyddon
Christopher Madsen
Kristy Nguyen
Joseph Oddo
Nasr Quadri
Rafael Sprattling
Brian Wilson
Tone Munro
60% General Agent
Tanner Daves
Shannon Dinger
Richard Dyer
Heather Eaton
Valen Eberhard
Bryan Froneberger
Kelly Gannon
Eluerecia Guzman
Cory Hobbs
Kevin Holtz
Annie Howard
Jeremy Hull
Sean Kiersztyn
Adriana Lopez
Nehemiah Lucas
Brandon McCrea
Christopher McMenomy

Katharine Myers
Ryan O'Malley
Karen Parson
Andrew Pratt
Scott Ramsey
Dustin Rushin
Paw Sandberg
David Shirley
Leland Smith
Nadezhda Vitchev
Justin Wise
57.5% General Agent
Victoria Brown
Joshua Cook
Matthew Cosic
Patrick Cotton
Michael Davis
Stacey Davis
Nancy Ford
James Franklin
Mary Maida Fujii
Erna Gasanin
Violetta Goldman
Ricky Jenkins
Brian Jerome
Jamaal Lynwood
Annalynn Macugay
James Moland
Fabian Mundaca
Raphael Musto
Megan Pryke
Jocelyn Readnour
Ileana Rosas
Gregory Serter
Colleen Stansu
Jeremy Talanca
Teo Underhill
John Velardo
Timothy Wilson
55% Supervising Agent
Jason Alper
Roberta Arias
Kathleen Barnes

Jody Barnhill
Danielle Carlson
Jose Castillo
Christopher Chunn
William Cline
Monique Coleman
Daniel Doherty
Jody Duke
Jacob Frasier
Dulce Garcia
Godfrey Goodrich
Evelyn Gray
Justin Greenwalt
Jeremy Hernandez
Tamara Hughes
Christian Jones
Bruce Kaminski
Joshua Keller
Kaitlen King
Eric Kirmer
Susan Marchese
Patrick Matson
Peter Mello
Joseph Messina
Brandon Metzner
Cliff Mora
Cole Murphy
Priscilla Nelissen
Edona Pacolli
Earl Phillips
Jeremy Price
Tony Radunz
Arturo Ramirez
Creston Randalls
Robert Ross
Hayden Schumacher
Aaron Signer
Frank Sigourney
Terrah Sims
Lydia Smith
Sarah Smith
Roberta Stansell
Charlton Strickland

Darian Uhlmeyer
Crystal Valentine-Johnson
Robert Wainner
Toi Washington
Kemirth Williams
52.5% Supervising Agent
Kalena Alam
Akeem Alvarez-Lee
Tiffany Aoyama
Peter Babajko
Nicarus Baez
Katelyn Bailey
Raymond Balestra
Ryan Bleau
James Boden
Gary Bowen
Michael Bradford
Daren Brown
Quiona Bryant
Sally Buchheimer
Eric Campbell
Casey Cash
Shawntae Collins
Keith Coscia
Michelle Crowe
Joshua Davidson
Maricel De Guzman
Shawn Deshev
Elifranc Deus
Charles Diulus
Seta Donabedian
Shawn Donnelly
Lydia Ertle
Gregory Feocco
Nicholas Fisher
Joshua Franco
Zachary Frentosos
Michael Gerstein
Meakie Grice
Justin Gustafson
Natasha Hankins
David Hansen
Mark Harhager

Mark Harper
Linda Henke
Andrew Hennick
Christian Hernandez
Lisa Heyman
Betriana Hicks
Cathy Holly
Robert Hooper
Sammuel Jackson
Adrian O Johnson
Tiffany Jones
Jean Joseph
Khaled Kenawy
Charles Kim
Candace Kiriakos
Milan Kucera
Darren Kwong
Toni Lamb
Teaunna Lester
Reynaldo Lima
Lamar Livingston
Victor Lopez
Nathan Luscombe
Melvin Lynch
Matt Maday
Claudine Fatima Martin
Nickolas Maynard
Gregory McDuffie
Jordan McQuaid
Nicole McQueen
Andrew Melanson
Patrick Monroe
Jonathan Morgan
Brendyn Muise
Alison Muller
Jacob Mullins
Brett Murray
Lakeytha Murray
Carlos Myers
Joy Nardone
Mosese Nasalo
David Ohm
Dominic Okonta

Andrew Paogotie
Milad Parsa
Ronnie Patea
Mark Pofsky
Oscar Portillo
Michael Putnam
Lawrence Reardon
Antonio Reyes
Sharon Ripaki
Gabrielle Roback
Michael Roberge
Ebony Rodgers
Nicholas Rogers
Helena Ronci
Michelle Rondez
Andrew Rothrock
Ernest Rowe
Ravone Royster
Philip Russo
Imedina Sahmanovic
Erin Campbell
Dean Schmitt
Albert Serur
William Shockley
Martin Short
Francis Skilnik
Brian Soulard
Rachel Stanhope
Leah Stoltz
Longinusi Tupou
Jonathan Turner
Jasmyrn Ulberg
Joseph Veeder
Rory White
Phillip Williams
Rodney Wilson
Charon Wiseman
Anthony Wright

NEW
SGA
SGA



Greg Henderson
St. Louis, MO
March 5

Greg started with AIL and the Sonnenberg Agency in August of 2009. Immediately preceding that, he was the owner of a contracting business, but he also came to us with 12 years prior experience in the insurance industry. He describes himself as "driven to succeed," but says it's not all about the money. He loves people and is excited to be in the position to offer *Opportunity Unlimited* to anyone who wants it. Greg is the father of a 20-year old son and a 15-year old daughter.

BONUS

LEADERSHIP BONUS

Qualifier	Amount	SGA
Matthew Parks	\$47,456	Surace-Smith
Mathew Hart	35,715	Surace-Smith
Zachary Hart	35,332	Surace-Smith
Justin Adams	28,996	Simon Arias
Jason Bratin	27,432	Theodore Pappas
Stephen Jubrey	22,087	Oldham-Bianchi
Elias Hazen	22,054	Surace-Smith
Simon Rolland	21,584	Steve Friedlander
Stephen Hill	20,514	Steve Friedlander
Sara Welch	19,925	Steve Friedlander

WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Alan Sedaghat	\$12,788	Altig-Orlovic
Stephanie Dor	7,792	Williams-Zophin
Daniel Toshner	6,749	Altig-Orlovic
Lee Jeffers	6,360	Altig-Orlovic
Richard Luzaich	6,203	Altig-Orlovic-Deley
Lily Tchen	5,698	Cohen-Cohen
Jesusdieu Portilus	5,082	Williams-Zophin
Terrence Asuncion	4,830	Jatoft-Foti
Francois Telfort	4,644	Laura Fisher
Ryan Kendl	4,322	Altig-Orlovic

REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$4,019	Jatoft-Foti
David Jackson	1,715	Scott Sonnenberg
Bradley Weigand	1,502	Surace-Smith
Karl White	1,219	Philip Prata
Frank Kolligian	1,063	Slav Bitman
Mitchell Look	998	Surace-Smith
Keith Hadayia	939	Fred Hadayia
Alan Silverman	856	Williams-Zophin
Maurice Baritz	814	Chris LaFond
Amy Shui	807	Giglione-Ackerman

TOTAL

\$3,277,653

FOUNDERS CLUB

February 2012 Qualifiers — Outstanding Producers & PR Representatives:



Tone Munro
Steve Friedlander Agency
4th Qualification
\$120,881 Net ALP
89.6 Ret



Bruce Tan
Altig-Orlovic Agency
3rd Qualification
\$62,918 Net ALP
85.7 Ret



Daniel Toshner
Altig-Orlovic Agency
1st Qualification
\$75,226 Net ALP
78.2 Ret

Directors of the Month



Driving Excellence

Sales Director of the Month

Leaders growing leaders!

Murray Horowitz

Murray had 131.8% Growth over February 2011.
Outstanding, Murray!



PR Director of the Month

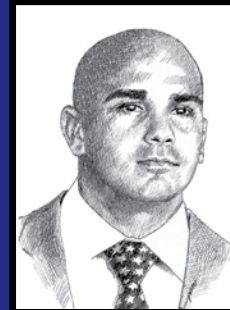
Leaders growing leaders!

Tim Farr

PR Directors earn points based on overall growth of their territory and percentage of their team earning a monthly bonus.

Tim was at the top with 10 points earned for February.

Great job, Tim!



SIMON ARIAS



JOE DIECEDUE



DON FOTI

2012 EXECUTIVE COUNCIL



CINDY FURER



FRED HADAYIA



MATT HENDERSON



JOHN JATOFT



BOB OLSON



THEODORE PAPPAS



IMRAN SATTI



MARCUS SMITH

The newly selected 2012 American Income Life/National Income Life Executive Council met in Atlantis, Paradise Island, Bahamas March 3-6.

This elite group of Agency leaders serves in an advisory capacity to executive management to help guide our Company into the future. Topics such as Agent retention and reports, a review of SA/GA training bonus, escalating to the next level of recruiting, the SA auto promotion program, Needs-Based laptop sales and strategies for long-term growth were discussed over two days of meetings. Recommendations from these meetings help set the agenda for the upcoming spring SGA meeting, which will be held in Los Cabos in April.



JIM SURACE



BOB WHITTINGHILL

Congratulations to our new EXECUTIVE COUNCIL!



LEADERSHIP ACADEMY

Top Guns Lock and Load!

The McKinney Conference Center hosted the latest session of AIL/NILICO's Leadership Academy held March 7-8. Nineteen MGAs attended Leadership 301, more familiarly known as Top Gun. The school reinforces and fine-tunes the Agency building methodology set forth in Leadership 101 and 201. Emphasis is placed on recruiting, getting agents to bonus quickly, and accountability.

The facilitator for Top Gun is AIL veteran Larry Strong, Vice President of Agency Leadership Development. Other speakers at the class included Vice President Field Operations Domenico Bertini, Senior Vice President of Field Operations Rob Falvo, and President and Chief Marketing Officer Scott Smith. MGA Matt Turnquist (Correa Agency) also addressed the group.

Other Leadership Academy opportunities in 2012

(dates subject to change)

- Leadership 101** **June 19-21**
- Leadership 201** **August 8-9**
- Leadership 101** **September 18-20**
- Leadership 301** **October 3-4**

Leadership Academy is your ticket to enter the management track at American Income Life and National Income Life. If you are interested in attending any upcoming Leadership Academy sessions, please talk to your SGA.



"Setting an example is not the main means of influencing others, it is the only means."

— Albert Einstein

Leadership



Rob Falvo
Senior Vice President
of Field Operations

the team members lead each other to high activity and excellence. This can only be achieved through rigorous and systematic organizational development.

The work of leadership, therefore, is both personal and organizational. Personal development is the foundation of great leadership and should be your first focus.

The first step in personal development is to know yourself. You can't lead others without knowing how to lead yourself. Conduct an honest self-assessment and serious reflection. What is your expertise? What are your strengths as a leader, a team member, an individual? And just as important, what are your weaknesses and how can you improve?

The next step is to learn how and what to communicate. This includes not only good speaking skills, but good listening skills and the ability to project and interpret body language. Can you "read" interactions with others? More importantly, do you know how to appropriately respond during these interactions? Here's a little advice: silence is a response. Never pass up the opportunity to remain silent.

The Work of Leadership

When I reflect back on the three Leadership Academy sessions we have had so far in 2012, I try to do so from the perspectives of "Teacher of Leadership" and "Student of Leadership." My colleagues and I are proud to apply our years of expertise to growing future leaders. We are equally as proud to be perpetual students, constantly improving our own leadership skills, thus adding to the value of the leadership knowledge we pass on to others. As they say, "Great teachers are the best students."

The speakers at these sessions were some of the greatest leaders this company has ever seen. Ask these individuals what their secret to leadership success is and they will answer you simply by saying "hard work." Behind these two words are years upon years of learning, practicing, and failing with the belief that they would eventually become the leaders they are today.

To lead successfully, a person must demonstrate two active, essential, and interrelated traits: expertise and empathy. Expertise makes you credible and earns you respect. Those you lead know that their success is dependent on following you. They listen to you and they carry out the tasks you ask of them without question because you are knowledgeable and experienced. There is no risk in following you, only reward.

Whereas expertise tells your people that they need to follow you, empathy makes them want to follow you. It tells them that you truly care about their wellbeing, and you gain their respect because they know you respect them as individuals and as integral parts of the team. They are encouraged to work harder and are inspired to dream bigger – the essentials of great leadership.

In my experience, both expertise and empathy can be deliberately and systematically cultivated; this personal development as both a student and teacher is the first important building block of leadership.

This leadership equation has another vital piece: one's environment. Leaders are not just shaped by their environments; they reshape their environments to support the cultivation and execution of leadership. Their environments take on leadership lives of their own, with enthusiasm and motivation radiating through the atmosphere. Once a leader sets the environment, he or she steps away and

The third aspect of personal development relates directly to expertise: know your vision. Your vision is your image of the future, what you see yourself achieving. Vision is your motivation to persevere through the tough times that will inevitably come; it is why you take the LEAP OF FAITH. What do you seek to accomplish, and what are the steps to get there? How can your expertise most effectively be used to achieve your vision?

When the elements of personal leadership are in place, you can now focus on developing your organization, which begins with shaping the vision for your team. The vision inspires, motivates, and paints the picture of what can become. It demonstrates to your people that you don't just think they can do it, you truly believe they can do it, to the point that you have an entire vision in your mind of the great things they will accomplish and where it will take the organization. When your team knows you believe in them, they are inspired to exceed their potential and are empowered to lead others on the team to do the same. Remember, while the leader defines the vision, the manager and agency force define the objectives that move the agency toward the desired outcome.

Now you must educate your team and yourself. Visions are grand outcomes from a lot of hard work and require all members of the team to be on the same page at all times. Manager meetings and brainstorming sessions provide opportunities to give and get honest feedback about what is working well and what needs improvement. Advanced training meetings give the proper tools needed to accomplish the vision. Communication unites the team and each member knows his or her role in achieving the team's vision. Leaders must be accessible, and they must aggressively pursue contact with colleagues and subordinates.

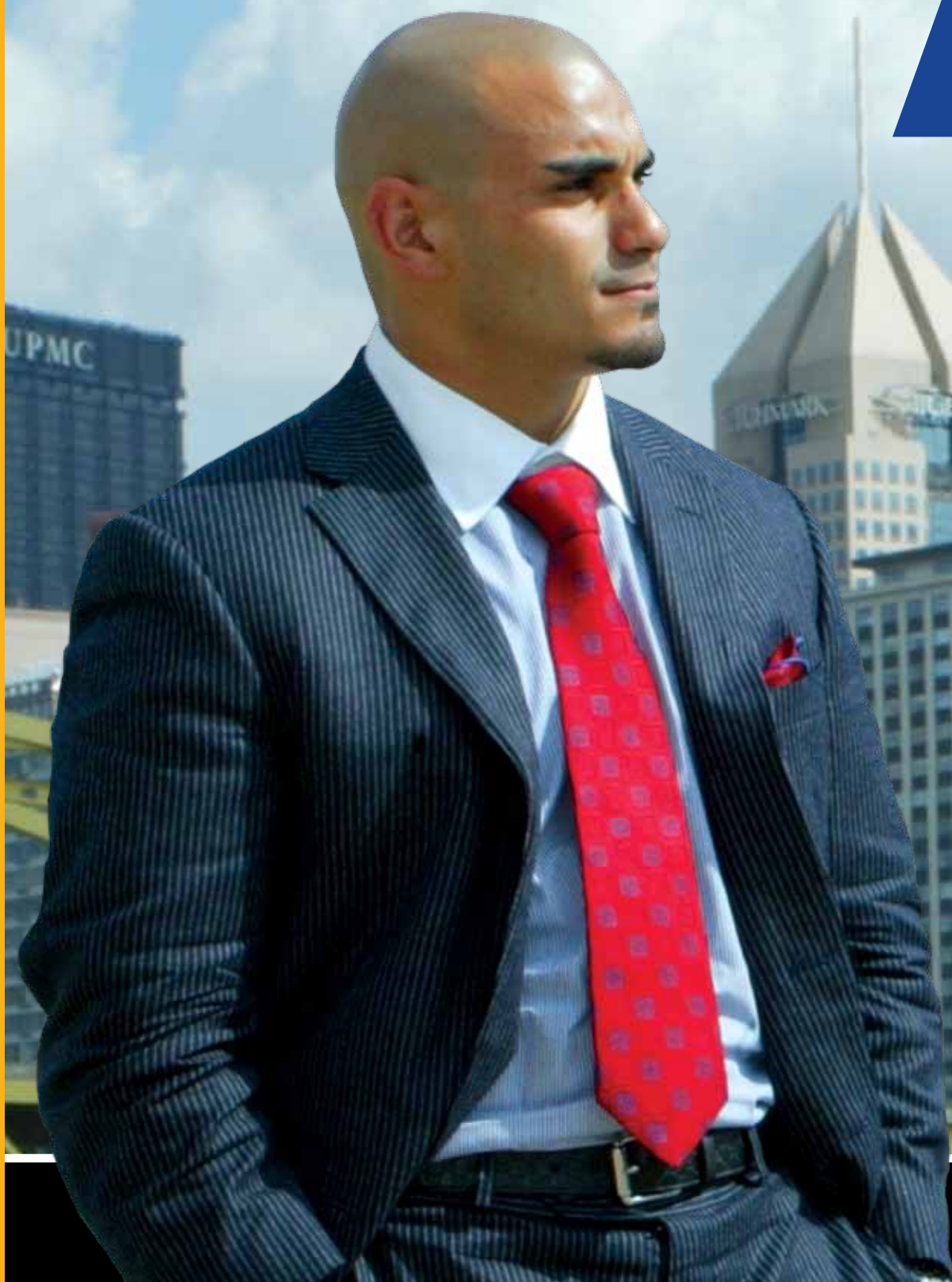
In closing, achieving leadership success is not a mystery. It is, however, the product of continuous, and often strenuous, time-consuming hard work. Leaders are made, not born. I'm convinced that anyone who wants to work hard enough for personal and organizational development can lead. And while the above formula is necessary for leadership, instincts play a large role as well. Leaders must trust their instincts and decisively act on them. If someone works hard at leadership, his or her instincts will tend to be right because they are based on expertise and empathy demonstrated in an environment that fosters great leadership.

Remember the wisdom of Proverbs 12:24, "Work hard and become a leader; be lazy and never succeed."

SIMON

ARIAS

2011 SGA OF THE YEAR



Simon Says . . .

"Thoughts become words become actions. Proverbs 29:18 says, 'Where there is no vision, the people perish.' Think small, you get small. Expand your thinking — dream so big, people think you're crazy."

"It's not about your title or your (level of) contract. It's about influence. We all have the power to influence people."

"I am blessed to have the opportunity to give the Opportunity, and it's all because I took that leap of faith."

"When I was getting started, I knew I didn't want to take the lumps, so I kind of forced myself to be mentored. I started hanging out with mentors like Jim Surace, Marcus Smith, Scott Smith, Eric Giglione. I really didn't give them a choice; I basically bothered them into helping me. I listened and ran with their advice. I learned from their experience, what they had already done."

"My core team has been together for long enough now that everything meshed — came together — for us in 2011. But if I had to attribute last year's success to just one thing, it would be recruiting. Personal recruiting is key: 70 percent of my MGAs are personal recruits that have been with me since the beginning."

“

Congratulations, Simon, on an incredible year! You've set the bar high. It's hard to believe what you've accomplished in such a short period of time. I know you have not scratched the surface of what you will achieve in the years to come. Congratulations again, and thanks for showing us all what can happen if you work hard and dream big!

— Fred Hadayia

“

Simon, you're obsessed with success and have the drive to execute your vision. I am so proud of the success you have achieved with your leadership team for yourselves and your agency. I'm excited to work beside you and you've always been there for me, so thank you. I love you brother, and together with the entire Pappas agency, I salute and congratulate your great achievements in 2011, and know there is more to come. Congratulations!

— Theo Pappas

“

There are not many in this world like Simon, that can walk in and lead with a plethora of enthusiasm, passion, intelligence, goodness, maximum effort, wisdom & spirituality, tenaciousness, intensity — uh, bears saying twice on this one — INTENSITY. . . all at the same time. An ALL super hero he is. Congrats, Simon. I'm very proud of the man, leader and example you have become.

— Jim Surace

“

There couldn't be a more worthy and deserving SGA to be recognized among his peers as our Company's MVP. Humble, honest, driven, competitive, winner, heart of a lion, eye of the tiger, God-fearing and God-serving are just a few words that come to mind when thinking of Simon. You are the complete package in every facet. To the SGA of the Year and to my best friend: I love you and I am so proud of you. Thank you for being the perfect example of what true leadership is.

— Marcus Smith

“

While Simon possesses a ton of talent, he has worked very hard for what he has achieved. As an SGA, he has totally rewritten the record book. His attributes include being humble, a high sense of loyalty, a commitment to personal improvement and a fiercely competitive drive. Most of all, those on his team understand that he truly cares for their success.

— Scott Smith



Flash Back

Arias and company in his 10th month as SGA, celebrating their first \$100,000+ ALP week during the second week of December, 2008. Also in the shot is Arias Legacy SGA, Jeff Thiel (holding the comma), then an RGA.

Statistics: Contracted 12/1/05(Surace-Smith), SA 3/7/06, GA 5/15/06, MGA 8/1/06, RGA 11/8/06, SGA 3/1/08 in PA, Executive Council Member current

Individual Producers



1. Alan Sedaghat
Surrey, BC



2. Stephanie Dor
Miami Lakes, FL



3. Jesusdieu Portilus
Miami Lakes, FL



4. Daniel Toshner
Redmond, WA



5. Lee Jeffers
Calgary, AB



6. Ryan Kendl
Provo, UT



7. Francois Telfort
Burlington, MA



8. Christopher Vasu
Cleveland, OH



9. Timothy Cruise
Las Vegas, NV



10. Richard Luzaich
Edinal, MN



11. Linda Henke
Honolulu, HI



12. Kimberly Riley
Atlanta, GA



13. James Aalders
Halifax, NS



14. Gabriel Feldmann
Phoenix, AZ



15. Casey Sperzel
Jeffersonville, IN



16. Lily Tchen
Los Angeles, CA



17. Paul Kelly
Auckland, NZ



18. Samson Adelufosi
Eatontown, NJ



19. Maijargal Sukhbaatar
Ridgeland, MS



20. Nicholas Powell
Santa Rosa, CA

IceBreakers

Joshua Dishong
Columbus, OH
\$16,869 Net ALP
Zachary Hart MGA
Surace-Smith SGA

Robert Richman
Cleveland, OH
\$16,267 Net ALP
Matthew Parks MGA
Surace-Smith SGA

Iman Masboob
Flushing, NY
\$15,078 Net ALP
Levar Morgan MGA
Theodore Pappas SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

February Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Alan Sedaghat	\$42,262		88.9	Bobby Gujral	Altig-Orlovic
2.	Mauselie Dor	35,129		86.1	Fritznel Octave	Williams-Zophin
3.	Jesusdieu Portilus	29,815	86		Fritznel Octave	Williams-Zophin
4.	Daniel Toshner	29,361		78.2	Joshua Olin	Altig-Orlovic
5.	Lee Jeffers	27,144		90.8	John McGrath	Altig-Orlovic
6.	Ryan Kendl	24,011		87.5	Nicholas Lorence	Altig-Orlovic
7.	Francois Telfort	23,417		70.8	Ryan Hall	Laura Fisher
8.	Christopher Vasu	22,459	100		Nicholas Zangardi	Surace-Smith
9.	Timothy Cruise	22,268		74.5		Altig-Orlovic
10.	Richard Luzaich	22,064		90.5		Altig-Orlovic-Deley
11.	Linda Henke	21,112	89		Rovie Vantha	Altig-Orlovic
12.	Kimberly Riley	21,027		74.3		Tim McAdams
13.	James Aalders	20,676		81.5	Haoyu Xu	Imran Satti
14.	Gabriel Feldmann	20,611		74.5		Brandon Cooley
15.	Casey Sperzel	20,268		74.2	James Allen	Travis Moody
16.	Lily Tchen	19,966		85.0		Cohen-Cohen
17.	Paul Kelly	19,092	100		Paul Kelly	Steve Friedlander
18.	Samson Adelufosi	18,366		81.8		Giglione-Ackerman
19.	Maijargal Sukhbaatar	17,612		90.4		Samuel Lasala
20.	Nicholas Powell	17,004		81.0	Ryan Kendl	Altig-Orlovic
21.	Joshua Dishong	16,869	99		Zachary Hart	Surace-Smith
22.	Bernard Oliphant	16,426		92.4	Troy Plummer	Altig-Orlovic-Hay
23.	Phillip Williams	16,377		90	Justin Adams	Simon Arias
24.	Robert Richman	16,267	100		Matthew Parks	Surace-Smith
25.	Jean Joseph	16,026		98	Adeyemi Akinade	Williams-Zophin
26.	Joshua Cook	15,898		80	Brian Welsh	Simon Arias
27.	Brock Lampe	15,755		85.1		Tiffany Roland
28.	Matt Flores	15,520		75.9	Yvonne Zarathustra	Jatoft-Foti
29.	Joseph Oddo	15,510		88	Joseph Oddo	Matt Henderson
30.	Kelly Roschbach	15,287		98	Samuel Cohen	Fred Hadayia
31.	Max Quasem	15,267		87.5		Cohen-Cohen
32.	Iman Masboob	15,078	98		Levar Morgan	Theodore Pappas
33.	Thomas Dolin	15,037		96	Andrea Nichols	Oldham-Bianchi
34.	Larry Long	15,001		93	Brian Welsh	Simon Arias
35.	Roghie Hassan Loo	14,975		76.3	Byron Paz	Josh Chalom
36.	Amy Shui	14,913		81.6		Giglione-Ackerman
37.	Lynn Doolittle	14,800		70.0	Kathryn Chaisson	Chris Hernandez
38.	Scott Wheeler	14,515	96		Robert Kanaan	Imran Satti
39.	Mark Bleier	14,512		83.0	Rebecca Klebsch	Chris Hernandez
40.	Dustin Dunbar	14,439		87.3	Dustin Dunbar	Alt-Orl-Venekamp
41.	Marc Salvaggi	14,419		79.3	Matthew Parks	Surace-Smith
42.	Kelly Hassert	14,222		88.1	Nicholas Engrav	Chris Hernandez
43.	Tone Munro	14,158		89.6	Tone Munro	Steve Friedlander
44.	Rebecca Najlis	14,011		83.0	Ben Halali	Jatoft-Foti
45.	Katie Massart	14,004		88.1	John McGrath	Altig-Orlovic
46.	Eric Thompson	13,963		77.2	Matthew Parks	Surace-Smith
47.	Lesina Ah Sue	13,962		77.8	Stephen Hill	Steve Friedlander
48.	Lora Beronja	13,942		89.2	Darren Miller	Chris Hernandez
49.	Laura Thornton	13,708		93	Matthew Parks	Surace-Smith
50.	Charles Ferrari	13,539		90	Randy Teyssier	Simon Arias

ALL TIME RECORD: OFA TUPOUNIUA \$87,000 Net ALP

YTD Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Alan Sedaghat	\$108,402		88.9	Bobby Gujral	Altig-Orlovic
*2.	Stephanie Dor	65,802		86.1	Fritznel Octave	Williams-Zophin
*3.	Jesusdieu Portilus	48,252	86		Fritznel Octave	Williams-Zophin
*4.	Daniel Toshner	45,255		78.2	Joshua Olin	Altig-Orlovic
*5.	Lee Jeffers	39,995		90.8	John McGrath	Altig-Orlovic
*6.	Gabriel Feldmann	38,747		74.5		Brandon Cooley
*7.	Max Quasem	36,467		87.5		Cohen-Cohen
*8.	Cameron Clay	35,501	100		Justin Adams	Simon Arias
*9.	Tone Munro	34,720		89.6	Tone Munro	Steve Friedlander
*10.	Richard Luzaich	34,242		90.5		Altig-Orlovic-Deley
11.	Lily Tchen	34,082		85.0		Cohen-Cohen
12.	Joshua Cook	33,759	80		Brian Welsh	Simon Arias
13.	Matt Flores	33,735		75.9	Yvonne Zarathustra	Jatoft-Foti
14.	Casey Sperzel	32,481		74.2	James Allen	Travis Moody
15.	Terrence Asuncion	29,715		86.1	Ben Halali	Jatoft-Foti
16.	Bernard Oliphant	29,599		92.4	Troy Plummer	Altig-Orlovic-Hay
17.	Ryan Bisson	29,486	94			Matt Wolfanger
18.	Deborah Parnell	28,222		75.9	Leon Thompson	Altig-Orlovic-Hay
19.	Timothy Cruise	27,823		74.5		Altig-Orlovic
20.	Zach Otto	27,739	90		Zach Otto	Sabrina Lloyd
21.	Lesina Ah Sue	27,366		77.8	Stephen Hill	Steve Friedlander
22.	Bruce Tan	27,278		85.7	Christopher Clark	Altig-Orlovic
23.	Francois Telfort	26,699		70.8	Ryan Hall	Laura Fisher
24.	Maijargal Sukhbaatar	26,642		90.4		Samuel Lasala
25.	Linda Henke	26,557	89		Rovie Vantha	Altig-Orlovic
26.	Roghie Hassan Loo	26,483		76.3	Byron Paz	Josh Chalom
27.	Michael Schumacher	26,085		91.2	Thomas Vena	Simon Arias
28.	Laura Thornton	26,073	93		Matthew Parks	Surace-Smith
29.	Kimberly Riley	26,066		74.3		Tim McAdams
30.	Amy Shui	26,027		81.6		Giglione-Ackerman
31.	Maria Diringer	25,826		79.6	David Wang	Bob Olson
32.	Dustin Dunbar	25,824		87.3	Dustin Dunbar	Alt-Orl-Venekamp
33.	Brock Lampe	25,717		85.1		Tiffany Roland
34.	Denise Hewison	25,525	90		Zachary Hart	Surace-Smith
35.	Oscar Portillo	25,479	90		Mark Corkrean	Steve Greer
36.	Joshua Dishong	25,315	99		Zachary Hart	Surace-Smith
37.	Kelly Hassert	25,219		88.1	Nicholas Engrav	Chris Hernandez
38.	Mark Arbelo	24,704	89		Matthew Parks	Surace-Smith
39.	Ronald Rivera	24,688		84.4		Cohen-Cohen
40.	Lawrence Reardon	24,413	99		Thomas Vena	Simon Arias
41.	Nicholas Rogers	24,352		92	Rafael Spratling	Matt Henderson
42.	Joey Kennedy	24,335		73.8	Ryan Stenglein	Altig-Orlovic
43.	Jean Joseph	24,182	98		Adeyemi Akinade	Williams-Zophin
44.	Israel Wizenfeld	24,112		71.9		Cohen-Cohen
45.	Timothy Schultz	23,976	96		Matthew Parks	Surace-Smith
46.	Paul Kelly	23,955	100		Paul Kelly	Steve Friedlander
47.	Gregory Feocco	23,573	94		Ryan C Wilson	Philip Prata
48.	James Aalders	23,499		81.5	Haoyu Xu	Imran Satti
49.	Corey Lavigne	23,344		78.1		Eric Cochran
50.	Gary Bowen	23,190	94		Sebastian Kazek	Matt Henderson

ALL TIME RECORD: TONE MUNRO \$477,360 Net ALP

Supervising Agents



1. **Ryan Fickert**
Columbus, OH



2. **Nicholas Moore**
Rochester, NY



3. **Katie Shugert**
Cleveland, OH



4. **Vaine Rere**
Auckland, NZ



5. **Keturah Malaykhan**
Flushing, NY

February Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Ryan Fickert	\$36,043	\$39,674	71.8	Zachary Hart	Surace-Smith
2.	Nicholas Moore	34,580	53,334	77.3	Michael Romeo	Oldham-Bianchi
3.	Katie Shugert	32,651	33,305	79.9	Matthew Parks	Surace-Smith
4.	Vaine Rere	27,954	27,954	99	Lucky Faaitiiti	Steve Friedlander
5.	Keturah Malaykhan	27,830	28,309	90	Jason Bratin	Theodore Pappas
6.	Matthew Marchitto	27,396	36,885	92	Stephen Jubrey	Oldham-Bianchi
7.	Melissa Wartman	27,171	33,614	87	Matthew Parks	Surace-Smith
8.	Amber Burchett	27,077	29,413	85	Darron Hacker	Surace-Smith
9.	Pamela Altman	24,542	30,275	80.6	Elias Hazen	Surace-Smith
10.	Andre McCallum	24,196	27,960	69.1	Daniel Hartwig	Surace-Smith

ALL TIME RECORD: \$286,210 1st Six Mo Agt
ALL TIME RECORD: \$286,210 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Ryan Fickert	\$66,449	\$77,027	71.8	Zachary Hart	Surace-Smith
2.	Melissa Wartman	49,208	64,485	87	Matthew Parks	Surace-Smith
3.	Pamela Altman	46,912	60,375	80.6	Elias Hazen	Surace-Smith
4.	Nicholas Moore	44,906	76,465	77.3	Michael Romeo	Oldham-Bianchi
5.	Katie Shugert	41,307	45,666	79.9	Matthew Parks	Surace-Smith
6.	Keturah Malaykhan	40,685	42,810	90	Jason Bratin	Theodore Pappas
7.	Edward Atkinson	39,902	40,038	88	Elias Hazen	Surace-Smith
8.	Vaine Rere	39,712	39,435	99	Lucky Faaitiiti	Steve Friedlander
9.	Jordan Freeman	39,121	38,881	79.4	Tracy Haden	Steve Greer
10.	Andre McCallum	38,992	44,179	69.1	Daniel Hartwig	Surace-Smith

ALL TIME RECORD: \$653,097 1st Six Mo Agt
ALL TIME RECORD: \$959,675 Net ALP

General Agents



1. **Bryon Welch**
Auckland, NZ



2. **Nicole Johnson**
Cleveland, OH



3. **Dustin Dunlap**
Columbus, OH



4. **Kevin Ristau**
Irving, TX



5. **Louis Giogaia**
Flushing, NY



6. **Matthew Conrad**
Cleveland, OH



7. **Kevin Holtz**
Cleveland, OH



8. **Zachary Santino**
Rochester, NY



9. **Christopher Newman**
Cleveland, OH



10. **Travis Picklesimer**
Columbus, OH

February Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Bryon Welch	\$75,666	\$83,940	88.6	Sara Welch	Steve Friedlander
2.	Nicole Johnson	70,279	95,083	71.5	Matthew Parks	Surace-Smith
3.	Dustin Dunlap	67,416	82,588	78.6	Zachary Hart	Surace-Smith
4.	Kevin Ristau	57,374	57,374	90	Ala Awad	Alex Roland
5.	Louis Giogaia	54,118	56,604	99	Syed Quadri	Theodore Pappas
6.	Matthew Conrad	52,010	98,987	89	Matthew Parks	Surace-Smith
7.	Kevin Holtz	51,528	73,210	78.3	Nicholas Zangardi	Surace-Smith
8.	Zachary Santino	48,443	70,247	90	Stephen Jubrey	Oldham-Bianchi
9.	Christopher Newman	47,340	48,748	70.7	Mathew Hart	Surace-Smith
10.	Travis Picklesimer	45,314	68,927	80	Darron Hacker	Surace-Smith
11.	Debbie Moke	43,860	52,501	98	Simon Rolland	Steve Friedlander
12.	Amanda Beyersdorff	42,112	64,545	75.7	Mathew Hart	Surace-Smith
13.	Alexander Dorey	41,667	62,060	74.5	Robert Kanaan	Imran Satti
14.	Sean O'Reilly	40,137	40,137	91		Cunningham-Weatherspoon
15.	Alex Elledge	39,340	43,184	97	Kellen Cuttance	Slav Bitman
16.	Mark Glazer	38,288	42,002	71.7	Jason Bratin	Theodore Pappas
17.	Bobby Szwaja	37,799	47,050	78.3	Levar Morgan	Theodore Pappas
18.	Crystal Lynch	37,662	44,336	93	Matthew Tumquist	Richard Correa
19.	Andrew McQuade	35,948	35,696	88	Matthew Tumquist	Richard Correa
20.	Christopher Follestad	35,473	36,696	94	Dmitriy Kagan	Slav Bitman

ALL TIME RECORD: \$441,104 1st Six Mo Agt
ALL TIME RECORD: \$624,474 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Bryon Welch	\$111,919	\$131,412	88.6	Sara Welch	Steve Friedlander
*2.	Dustin Dunlap	107,880	140,892	78.6	Zachary Hart	Surace-Smith
*3.	Matthew Conrad	104,765	177,067	89	Matthew Parks	Surace-Smith
*4.	Nicole Johnson	103,839	154,403	71.5	Matthew Parks	Surace-Smith
*5.	Kevin Ristau	88,197	88,197	90	Ala Awad	Alex Roland
6.	Travis Picklesimer	86,353	108,555	80	Darron Hacker	Surace-Smith
7.	Kevin Holtz	80,176	127,821	78.3	Nicholas Zangardi	Surace-Smith
8.	Zachary Santino	74,959	108,939	90	Stephen Jubrey	Oldham-Bianchi
9.	Andrew McQuade	71,169	76,569	88	Matthew Tumquist	Richard Correa
10.	Christopher Newman	70,364	69,242	70.7	Mathew Hart	Surace-Smith
11.	Louis Giogaia	68,265	70,751	99	Syed Quadri	Theodore Pappas
12.	Jesse Remby	67,926	96,053	89	Scott Davis	Simon Arias
13.	Amanda Beyersdorff	67,919	97,513	75.7	Mathew Hart	Surace-Smith
14.	Debbie Moke	64,440	76,042	98	Simon Rolland	Steve Friedlander
15.	Timothy Watson	63,461	68,675	73.5	Ryan Vopat	Surace-Smith
16.	Elaine Kulawiak	58,777	95,187	87	Andrea Nichols	Oldham-Bianchi
17.	Christopher Follestad	57,178	61,087	94	Dmitriy Kagan	Slav Bitman
18.	Alexander Dorey	56,800	88,104	74.5	Robert Kanaan	Imran Satti
19.	Crystal Lynch	55,580	68,679	93	Matthew Tumquist	Richard Correa
20.	Sean O'Reilly	55,533	40,137	91		Cunningham-Weatherspoon

ALL TIME RECORD: \$1,468,394 1st Six Mo Agt
ALL TIME RECORD: \$2,262,883 Net ALP

Master General Agents



1. Zachary Hart
Columbus, OH



2. Matthew Parks
Cleveland, OH



3. Mathew Hart
Cleveland, OH



4. Justin Adams
Pittsburgh, PA



5. Jason Bratin
Flushing, NY



6. Matthew Turnquist
Greenwood Village, CO



7. Darron Hacker
Cincinnati, OH



8. Levar Morgan
Flushing, NY



9. Michael Romeo
Rochester, NY



10. Sara Welch
Auckland, NZ

February Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Zachary Hart	\$155,125	\$200,714		79.4	Surace-Smith
2.	Matthew Parks	131,313	230,124		77.0	Surace-Smith
3.	Mathew Hart	128,787	181,992		75.1	Surace-Smith
4.	Justin Adams	100,348	136,287		72.6	Simon Arias
5.	Jason Bratin	95,555	116,522		74.0	Theodore Pappas
6.	Matthew Turnquist	92,304	98,500		71.6	Richard Correa
7.	Darron Hacker	82,348	134,922		69.8	Surace-Smith
8.	Levar Morgan	79,415	102,340		70.2	Theodore Pappas
9.	Michael Romeo	75,754	131,771		76.1	Oldham-Bianchi
10.	Sara Welch	75,666	83,940		87.8	Steve Friedlander
11.	Elias Hazen	73,876	98,348		75.7	Surace-Smith
12.	Randy Teyssier	70,044	108,090		77.2	Simon Arias
13.	Robert Kanaan	67,792	94,472		74.3	Imran Satti
14.	Brian Welsh	67,652	87,838		70.3	Simon Arias
15.	Simon Rolland	66,855	93,891		70.4	Steve Friedlander
16.	Ala Awad	65,097	65,097		73.9	Alex Roland
17.	Stephen Jubrey	64,304	154,159		79.2	Oldham-Bianchi
18.	Steven Cox	61,323	71,301		82.6	Steve Friedlander
19.	Stephen Hill	61,242	147,900		73.7	Steve Friedlander
20.	Henry Ingraham	57,981	92,783		70.5	Williams-Zophin

ALL TIME RECORD: \$438,277 1st Six Mo Agt

ALL TIME RECORD: \$723,872 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Zachary Hart	\$234,063	\$322,251		79.4	Surace-Smith
*2.	Mathew Hart	229,987	294,846		75.1	Surace-Smith
*3.	Matthew Parks	226,155	394,146		77.0	Surace-Smith
*4.	Justin Adams	185,033	246,143		72.6	Simon Arias
*5.	Matt Turnquist	176,241	190,638		71.6	Richard Correa
6.	Jason Bratin	174,843	252,665		74.0	Theodore Pappas
7.	Simon Rolland	148,669	191,461		70.4	Steve Friedlander
8.	Darron Hacker	146,487	207,581		69.8	Surace-Smith
9.	Elias Hazen	134,780	171,772		75.7	Surace-Smith
10.	Steven Cox	121,804	157,238		82.6	Steve Friedlander
11.	Stephen Jubrey	115,292	260,999		79.2	Oldham-Bianchi
12.	Vance Rountree	112,031	183,194	88		Matt Henderson
13.	Sara Welch	111,919	133,550		87.8	Steve Friedlander
14.	Brian Welsh	111,314	155,079		70.3	Simon Arias
15.	Michael Romeo	110,430	209,723		76.1	Oldham-Bianchi
16.	Randy Teyssier	109,154	168,029		77.2	Simon Arias
17.	Ala Awad	108,132	108,060		73.9	Alex Roland
18.	Levar Morgan	106,958	144,003		70.2	Theodore Pappas
19.	Brett Gryska	103,326	193,120		72.8	Oldham-Bianchi
20.	Stephen Hill	101,265	246,880		73.7	Steve Friedlander

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt

ALL TIME RECORD: \$4,468,285 Net ALP

Regional General Agents



1. Michael Vasu
Cleveland, OH



2. Patrick Bendure
Columbus, OH



3. Bo Gentile
Plantation, FL



4. Thomas Vena
Pittsburgh, PA



5. Stephen Hill
Auckland, NZ

February Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Michael Vasu	\$399,144	\$613,930		74.7	Surace-Smith
2.	Patrick Bendure	336,930	494,116		75.4	Surace-Smith
3.	Bo Gentile	262,751	460,408		69.0	Williams-Zophin
4.	Thomas Vena	225,090	347,879		74.5	Simon Arias
5.	Stephen Hill	223,189	330,653		77.7	Steve Friedlander
6.	Justin Adams	218,909	306,908		73.3	Simon Arias
7.	Brett Gryska	176,177	366,023		75.0	Oldham-Bianchi
8.	Stephen Jubrey	140,057	285,928		77.7	Oldham-Bianchi
9.	Levar Morgan	135,720	167,539		75.7	Theodore Pappas
10.	Jason Bratin	125,656	166,417		73.1	Theodore Pappas

ALL TIME RECORD: \$980,159 1st Six Mo Agt

ALL TIME RECORD: \$1,435,508 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Michael Vasu	\$691,323	\$1,067,677		74.7	Surace-Smith
*2.	Patrick Bendure	571,580	849,134		75.4	Surace-Smith
3.	Thomas Vena	505,549	832,094		74.5	Simon Arias
4.	Bo Gentile	432,223	737,522		69.0	Williams-Zophin
5.	Justin Adams	393,279	566,263		73.3	Simon Arias
6.	Stephen Hill	334,097	519,991		77.7	Steve Friedlander
7.	Brett Gryska	312,218	626,053		75.0	Oldham-Bianchi
8.	Simon Rolland	265,926	347,893		73.7	Steve Friedlander
9.	Stephen Jubrey	225,720	470,720		77.7	Oldham-Bianchi
10.	Samuel Cohen	215,940	365,913		70.5	Fred Hadayia

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt

ALL TIME RECORD: \$8,242,209 Net ALP

State General Agents

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



Simon Arias
CATEGORY I



Theodore Pappas
CATEGORY II



Matt Henderson
CATEGORY III



Scott Sonnenberg
CATEGORY IV



Desi Dimitrova
CATEGORY V



Philip Prata
CATEGORY VII



Jeremy Welch
CATEGORY VIII



Top Rookie

Alex Roland
Net ALP \$95,938



Top Start-Up

Jason Adamo
Net ALP \$49,349

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

February

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Simon Arias		74.2	\$510,858	\$347,000	147	92	239
	Williams-Zophin		69.8	262,752	225,000	117	120	237
	Surace-Smith		76.4	736,059	510,000	144	45	190
	Oldham-Bianchi		75.1	318,805	282,000	113	66	180
II	Theodore Pappas		74.7	\$261,573	\$217,000	121	54	174
	Richard Correa	93		205,586	158,000	130	NA	130
	Fred Hadayia		71.1	149,926	158,000	95	14	109
III	Matt Henderson		69.6	\$163,729	\$139,000	118	121	239
	Imran Satti		70.2	171,196	147,000	116	58	175
	Steve Greer		71.3	192,418	139,000	138	33	171
	Chris Hernandez	96		118,127	100,500	118	NA	118
IV	Scott Sonnenberg		72.8	\$111,818	\$113,000	99	186	285
	Bob Wingate	96		91,289	84,750	108	NA	108
V	Desi Dimitrova		75.4	\$90,677	\$104,000	87	129	216
VII	Philip Prata		71.7	\$75,355	\$80,000	94	68	162
VIII	Jeremy Welch		75.1	\$76,380	\$70,000	109	48	157

YTD

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Simon Arias		74.2	\$966,653	\$694,000	139	138	277
	Williams-Zophin		69.8	432,502	450,000	96	101	197
	Surace-Smith		76.4	1,262,346	1,020,000	124	55	179
	Oldham-Bianchi		75.1	570,164	564,000	101	54	155
II	Theodore Pappas		74.7	\$405,613	\$434,000	93	46	139
	Fred Hadayia		71.1	267,876	316,000	85	25	109
	Richard Correa	93		341,791	316,000	108	NA	108
III	Matt Henderson		69.6	\$321,100	\$278,000	116	118	234
	Steve Greer		71.3	338,254	278,000	122	44	165
	Imran Satti		70.2	263,485	294,000	90	24	113
	Chris Hernandez	96		180,562	201,000	90	NA	90
IV	Scott Sonnenberg		72.8	\$229,561	\$226,000	102	207	308
VIII	Jeremy Welch		75.1	\$129,353	\$140,000	92	63	156

February

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Alex Roland	74.5	\$95,938	
	Jeremy Harbin	70.0	27,269	
Start-Up	Jason Adamo	88	\$49,349	
	Samantha Chui	91	43,282	
	Christopher Jordan	79	22,369	
	Javier Sandoval	92	1,529	

YTD

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Alex Roland			\$224,353
	Jeremy Harbin			107,755
Start-Up	Jason Adamo	88	\$102,436	
	Samantha Chui	91	66,366	
	Christopher Jordan	79	47,020	
	Javier Sandoval	92	18,723	

Public Relations



1. Viki Farr
CATEGORY I
Canton, MI



2. Gabriela Berloni
CATEGORY I
Toronto, ON



1. Robin Andrade
CATEGORY II
Malden, MA



2. J T Tasker
CATEGORY II
Rochester, NY



1. C J Briggie
CATEGORY III
Phoenix, AZ



2. William Bell
CATEGORY III
Toronto, ON



1. Shane Knowles
CATEGORY IV
Elizabeth, ME



2. Lori Vaughn
CATEGORY IV
Portland, OR



1. Jennifer Sprout
Toronto, ON



1. Dawn Trudden
Chicago, IL

February Production

Category	Rank	Name	Production in Cards	Manager
I	1.	Viki Farr	5,060	MI/Tim Farr
	2.	Gabriela Berloni	3,973	ON/Denise Gilbert
	3.	Malka Arony	3,136	AZ/Rachelle Valdez
	4.	Susan Gilbert	2,447	Chicago/Dawn Trudden
	5.	Brenda Di Somma	2,442	NJ/Christian Chavez
II	1.	Robin Andrade	2,739	MA/RI/Susan Kelleher
	2.	J T Tasker	2,167	NY State/Tim Farr
	3.	Brett Hulme	802	GA/John Keliher
	4.	Gerard Senegal	706	Houston/Jay Bentley
	5.	Erica Dalager	692	MI/Laurie Onasch
III	1.	C J Briggie	2,325	AZ/Malka Arony
	2.	William Bell	1,511	Toronto/Tim Farr
	3.	Jennifer Sprout	1,417	Toronto/Tim Farr
	4.	Francis McCue	1,208	E Philly & DE/Brian Ryan
	5.	Julia DiBartolomeo	1,052	AZ/Malka Arony
IV	1.	Shane Knowles	1,548	ME/NH/Susan Kelleher
	2.	Lori Vaughn	1,249	OR/Laurie Onasch
	3.	Katy Hogge	831	UT/Rachelle Valdez
	4.	Darrell Dorey	813	Maritimes/Denise Gilbert
	5.	Jason Ihle	754	NA/Malka Arony
Rookie	1.	Jennifer Sprout	1,417	Toronto/Tim Farr

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

YTD Production

Category	Rank	Name	Production in Cards	Manager
I	*1.	Gabriela Berloni	9,997	ON/Denise Gilbert
	*2.	Viki Farr	6,058	MI/Tim Farr
	3.	Brenda Di Somma	4,585	NJ/Christian Chavez
	4.	Malka Arony	3,820	AZ/Rachelle Valdez
	5.	Stephen Matous	3,253	MI/Tim Farr
II	*1.	Robin Andrade	3,671	MA/RI/Susan Kelleher
	*2.	Erica Dalager	2,765	MN/Laurie Onasch
	3.	J T Tasker	2,752	NY State/Tim Farr
	4.	Maureen Roberts	1,795	NY State/J T Tasker
	5.	David Scalis	1,718	NY State/J T Tasker
III	*1.	Katherine Kidder	4,071	PA/Tim Farr
	*2.	Bonnie Ellingson	3,517	MN/Erica Dalager
	3.	Dee Hettinger	2,720	KS/Cynthia Cleary
	4.	C J Briggie	2,716	AZ/Malka Arony
	5.	Robin Denham	2,061	KS/Cynthia Cleary
IV	*1.	Shane Knowles	2,217	ME/New Hampshire/Susan Kelleher
	*2.	Steven Orcheron	1,841	BC/Sean Lockrem
	3.	Paul Winslow	1,821	MO/Cynthia Cleary
	4.	Randy Stockley	1,735	MB/Jacqueline deVooght
	5.	Lori Vaughn	1,613	OR/Laurie Onasch

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER: 61,879 Cards

PR Managers

February Results

Rank	Name	Points Earned	Director
1.	Dawn Trudden	10	Denise Gilbert
2.	Malka Arony	10	Rachelle Valdez
3.	JT Tasker	10	Tim Farr
4.	Susan Kelleher	10	Laurie Onasch
5.	Jacqueline deVooght	10	Shashi Parekh

YTD Results

Rank	Name	Points Earned	Director
*1.	JT Tasker	20	Tim Farr
*2.	Jacqueline deVooght	20	Shashi Parekh
*3.	Susan Kelleher	17	Laurie Onasch
4.	Cindy Cleary	16	Patti Morgan
5.	Dawn Trudden	15	Denise Gilbert

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

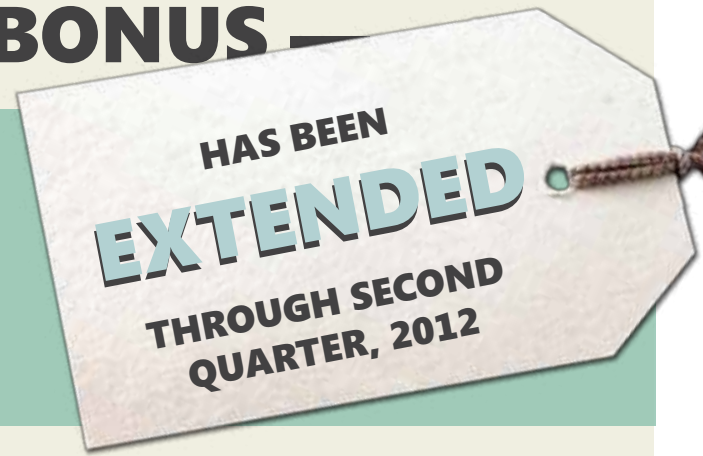
ROOKIE: Reps with 2011 Hire Date

ICEBREAKER: Reps with 2012 Hire Date

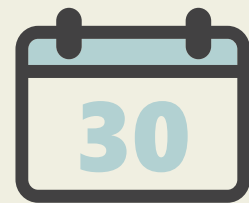
PR MANAGER: Points earned based on overall growth for respective territories and percentage of Manager's team earning a monthly PR Bonus.

PERSONAL RECRUIT — PRODUCTION BONUS —

The Personal Recruiting Bonus – *with minor amendments* — will be extended for the Second Quarter of 2012! Cash to bring a friend to *Opportunity Unlimited* — and you don't have to be in management to get the bonus! It doesn't get any better than that!

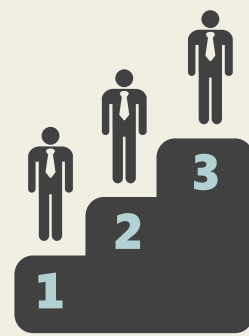


NEW PERSONAL RECRUITING BONUS PARAMETERS AND RULES:



1. Approved Personal Recruits HIRED in the Second Quarter (April-May-June) will have until August 31st to be coded and achieve bonus levels to trigger bonus payments.

2. The Bonus structure and amounts remain the same. Once the recruit codes (writes and has business loaded), the goal is to get them to achieve all three personal bonus levels before the deadline. When they hit the bonus levels, here is what YOU earn:



FIRST TIME AT 5% BONUS, YOU GET **\$250**

FIRST TIME AT 15% BONUS, YOU GET **\$500**

THIRD TIME AT 15% BONUS, YOU GET **\$750**

UP TO **\$1,500** PER PERSONAL RECRUIT



3. "Personal Recruit" Definition: A Personal Recruit does not have a resume in the RMS database, nor came from other "Job Posting" scenarios, including Craig's List, Job Fairs, internet postings and similar situations. The Personal Recruit should be someone the recruiter knew previously, or may be someone recruited through "beyond the norm" efforts from stores, restaurants, walking the mall and unique events.

REMEMBER, YOU DON'T HAVE TO BE IN MANAGEMENT TO BE A RECRUITER. THIS BONUS IS FOR ALL LEVELS, AND EVERYBODY WINS!

Perspective



Scott Smith
President
& Chief Marketing Officer

be almost 25 years older, but I know a player — he can play. Then, *Opportunity Unlimited* crossed paths with one who deserved a shot at it. It came in the form of a call from Marcus Smith, recruiting for what was then the Jim Surace Agency. The rest, as they say, is history. Top Producer and Top MGA. Just four years to his SGA contract. When AIL establishes its Hall of Fame, Simon goes in on the first ballot. Fastest SGA ever to \$50K. To \$100K. To \$250K. And he is far from done rewriting the record books.

But Cannonball's story doesn't end at setting sales records.

Lots of people caught on to Simon when he got it. I've always counseled him to pick his inner circle based upon who will be there in the tough times. Friends come before the flash and last long after the flicker. Marcus, Jim, Bulldog, Country, Justin and Tommy have all been in Simon's inner circle. There are also some very special others in Simon's life, and he is blessed to have them, too. A huge part of his outlook is grounded in his spirituality. He prays before he eats, prays before he enters his weekly agency meetings, and asks the Lord for guidance before every major decision. I admire Simon for accepting God into his life.

A big part of Simon's winning fiber comes from beating odds. Want to motivate Simon? Tell him he can't do something. You may recall the 2011 Fourth Quarter slogan "*Relentless*." It came to me one day as I was dreaming of how much I would have liked to coach Simon (and Marcus) in high school. These two are the most relentless individuals I have ever met. Ever.

Simon and his mom beat those odds together. How proud can a mother be? How proud can a son be? It's easier to let Simon tell you how proud he is: "My mom took me from a poor young child to a millionaire with her inspiration." When prosperity became a reality for Simon, his first gift to Chrissy was an Escalade. Then a BMW. Then a furnished condo in Florida.

Part of the price of leadership is becoming a role model for others. Simon has moved on to the highest level of leadership – developing leaders and having genuine concern for those who look up to him. He knows his unlimited opportunity comes from giving *Opportunity Unlimited* to others: "My mission is to show others how to take advantage of this opportunity. Show others it's possible to overcome adversity. Show others you can be cool, don't have to be perfect, to still follow God. To stay humble and never forget those who helped me get to where I am or where I came from. This isn't just about me; my agency deserves the credit, my leaders." The highest praise I can give anyone, I have given to Simon: I've asked my son Jason to emulate Simon — from his work ethic to his spirituality to his caring for others.

Yeah, it's a Cinderella story, but don't call him Cinderella. Call him Cannonball.

And get out of his way.

A Cinderella Story

I was the guy in High School who gave out nicknames. Shark, Mac, Zep, Merdis, J-Root, Doozie, Ashelton, Webster, Johnny CAS, Listerine, HB, Caddyshack, Soccer Boy, Buttercup and Huggins, to name a few. I gave Simon Arias, our Company's 2011 State General Agent of the Year, the nickname Cannonball some time back. It's been private between us until now. After you read this, feel free to address Simon as Cannonball.

You might think it's a reference to his shiny dome, but you'd be wrong. It's Cannonball because you need to get out of the way of a cannonball, or you will get seriously hurt. A cannonball cannot be denied, and Simon will not be denied either.

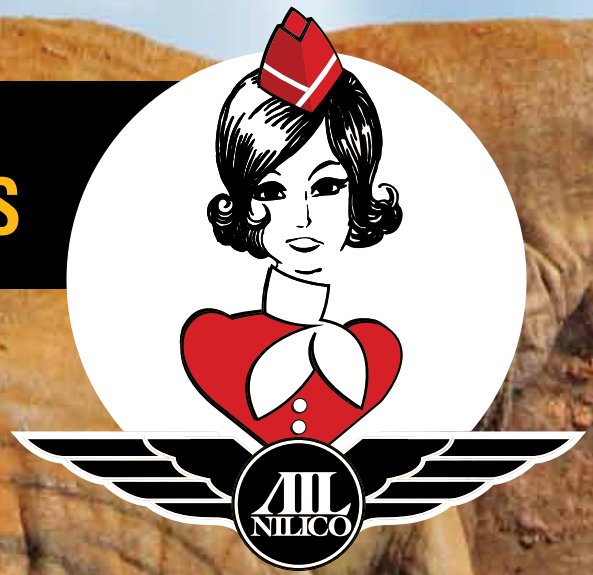
I've had the opportunity to either coach or provide leadership to many people. Simon is definitely among the most unique. He is at the top among the hardest working and success driven people I have ever encountered, in business, in sports or in life. In sports, the term "Cinderella story" refers to a team or player who advances much further than originally anticipated. I think that term fits.

Simon grew up on the tough side of the tracks in Youngstown, Ohio, where drugs are dealt and friends get killed. Simon tiptoed on both sides of those tracks, spent time on welfare, and made tough decisions. He absolutely owes the breaths he takes to his mother, Chrissy. I'm fortunate to know her well; in fact, she has come and visited my wife Peggy and I down in Texas. Chrissy was a single mom who, along with his grandparents, did anything and everything to keep Simon straight. Though Simon did have a few slips (a whole different story than this), for the most part athletics kept him focused.

Simon is a heck of an athlete, too — State Championship in high school football, and four years of college ball and Captain of both teams. Obviously his coaches saw the leadership all of us see today. He can hoop, too. I know that 'cause I took him to the gym one day. Now I may



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Leadership Bonus

Total: \$1,618,552

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Matthew Parks	\$47,456	Scott Kim	\$7,563	Cara DeFiore	\$3,884	Amr Shater	\$1,918	Nicole Johnson	\$1,370
Mathew Hart	35,715	Angel Sanchez	7,445	Amanda Beyersdorff	3,734	Gregory Henderson	1,918	Amber Burchett	1,347
Zachary Hart	35,332	Mack Doby	7,352	Natalie Wagner	3,708	Michael Williams	1,916	Kalle Convery	1,333
Justin Adams	28,996	Lucan Schmidt	7,152	Melne Lewis	3,679	Astrid Cartagena	1,915	Nasr Quadri	1,274
Jason Bratin	27,432	Mitch Duplantis	6,958	Christopher Clark	3,456	Debbie Moke	1,903	Baylee Burrowes	1,267
Stephen Jubrey	22,087	Steven King	6,952	Dustin Dunlap	3,433	Rachel Bryson	1,895	Billy Northington	1,257
Elias Hazen	22,054	Juan Cardona	6,898	Kellen Cuttance	3,393	Melissa Wartman	1,879	Elaine Kulawiak	1,254
Simon Rolland	21,584	Brandon MacDonald	6,871	Kathryn Chaisson	3,295	Timothy Watson	1,872	Thomas Baeurich	1,253
Stephen Hill	20,514	Kristy Nguyen	6,850	Tracy Haden	3,287	Ricardo Grandt	1,862	Paul Kelly	1,234
Samuel Cohen	20,201	Dorian Brown	6,667	Moswen Taylor	3,267	Matthew Hodge	1,852	Johna Ryan	1,227
Sara Welch	19,925	Jonathan Maust	6,594	Nicholas Lorence	3,213	London Burnett	1,811	Marcus Noel	1,220
Matthew Turnquist	18,956	Hal Herman	6,470	James Allen	3,125	Herman Fennell	1,789	Alisha Armand	1,219
Levar Morgan	18,674	Adeyemi Akinade	6,419	Yvonne Zarathustra	3,112	Heather Leitch	1,783	Sharif Grays	1,215
Darron Hacker	18,411	Sarai Castanon	6,283	Mavrick Fredericks	3,035	Bo Gentile	1,737	Erik Graham	1,199
Michael Romeo	18,335	Juan de la Cruz	5,998	Thomas McElwee	2,979	Ali Rothbaum	1,722	Aaron McLean	1,187
Fritznel Octave	16,668	Robert Shafer	5,958	Kevin Holtz	2,944	Chad Hatfield	1,704	Josephine Brown	1,185
Bobby Gujral	16,630	Troy Plummer	5,942	Matthew Conrad	2,941	Sean O'Reilly	1,670	Crystal Lynch	1,184
Andrea Nichols	16,370	Brian Culp	5,791	James Raymond	2,833	Carlo Bonifazi	1,665	Trevor Mayer	1,161
Brian Welsh	16,296	Christine Judge	5,621	Rita Holmes	2,825	Matthew Marchitto	1,661	Anthony Theriault	1,155
Matthew Diulus	16,011	Ariana Jones	5,542	Jeremy Barrier	2,776	Dominique Bertoncini	1,653	Rocco Zagari	1,147
Sebastian Kazek	15,832	Lucky Faaititi	5,532	Joshua Goodman	2,700	Caleb Douce	1,648	Bryan Czajkowski	1,147
Robert Kanaan	15,784	Raymond Risucci	5,513	Magda Figueiredo	2,596	Timothy Wilson	1,635	Zbigniew Stankiewicz	1,139
Randy Teyssier	15,568	Marko Jankovic	5,495	Alex Hernandez	2,584	Edward Atkinson	1,616	Rencel Jones	1,132
Ala Awad	15,016	Matt Pflueger	5,467	Samantha Romano	2,518	Taneshia Solomon	1,592	Jamaal Lynwood	1,126
Haoyu Xu	14,693	Kasali Kotun	5,409	Richard Johnson	2,515	Jordan Freeman	1,591	Alex Elledge	1,122
Nicholas Zangardi	13,848	Timothy Kieran	5,400	Joshua Olin	2,512	Bobby Szwaja	1,587	Hunter Houvener	1,117
Marisa Willgruber	12,896	Lamine Diakhate	5,392	Phillip Jenkins	2,498	Paavo Cymanow	1,586	Steven Rotherforth	1,111
Brett Gryska	12,847	Doreen Ryan-Foti	5,367	Arnold Pacleb	2,452	Kyle Wrobel	1,584	Matthew Cosic	1,107
Robert Dunn	12,774	Michael Mandella	5,321	Brian Schreiter	2,449	Jarred Sykes	1,580	Daniel Walton	1,106
Michael Clemente	12,771	Scott Davis	5,165	Katie Shugert	2,444	Mark Kukielski	1,570	Danielle Cardello	1,104
Steven Cox	12,409	Andrew Aaron	5,110	Ryan Fickert	2,408	Stephen Creaghan	1,562	Joshua Fritz	1,088
Ryan Hall	12,290	Casey Kunash	5,103	Mathew Mealey	2,395	Jessica Tasky	1,549	Thomas Soloweyko	1,079
Atta Saleh	11,943	Rovie Vanhtha	5,073	Andrew Bishop	2,324	Louis Giogaia	1,547	Debbie Ezernack	1,074
Henry Ingraham	11,850	Daniel Bauer	5,068	Cathy Thompson	2,323	John Hancock	1,534	Christine Curran	1,070
Byron Paz	10,728	Daniel Orr	4,956	Tim Smith	2,315	Keturah Malaykhan	1,532	Shahab Mahdavinejad	1,067
Syed Quadri	10,396	Mark Wyner	4,933	Richard Lyddon	2,303	Patrick Rieger	1,530	Kody Karhliker	1,061
Ryan Vopat	10,361	Cherie Adams	4,905	Karolina Debek	2,286	George Noujaim	1,525	Tyler Stewart	1,053
Ofa Tupouniua	10,046	Rodney Ward	4,893	Felix Berger	2,263	Christopher Follestad	1,494	Michael Logue	1,046
William Smith	9,770	David Wang	4,781	Leslie Ellis	2,225	Daniel Toshner	1,483	Chad Panzer	1,036
I-Perfection Harris	9,513	John Ophals	4,710	Nicholas Walsh	2,217	Linda Jackson	1,447	Dion Jones	1,030
Brandon Schwed	9,275	Ryan C Wilson	4,420	Andrew McQuade	2,205	Aaron Dunlap	1,444	Ruben Santillana	1,029
Kyle Johnson	9,187	Danielle Jankowski	4,414	John McGrath	2,150	John Stankoski	1,434	Mark Neilson	1,025
Nicholas Engrav	9,012	Kyle Klipp	4,412	Lorenzo Lameko	2,144	Jake Yagjian	1,431	Christopher Favor	1,016
Evan Holzhauser	8,750	David Wang	4,781	Hyungjun Kae	2,138	Josh Wheeler	1,429	Josh Bloomquist	1,003
Ryan Kendl	8,746	Darren Miller	4,217	Jodi Bohdal	2,136	Scott Smith	1,425	Alvin Massenburg	995
Thomas Vena	8,680	Craig Strompf	4,215	Valerie Cormier	2,110	Bryon Welch	1,417	Unique Hunnicutt	994
Eric Powell	8,604	Scott Hanna	4,152	Richard Nicholson	2,104	Travis Picklesimer	1,414	Samy Jacques	991
Chris Lussier	8,543	Kenneth Greer	4,089	Alfred Taren	2,099	Ransley Vazquez	1,413	Luay Ghawi	982
Mark Corkrean	8,350	Ryan Tucker	4,064	Jessica Santamarina	2,096	Ofa Siasau	1,409	Paul DeRenzo	973
Colin Lyse	8,336	Jose Harb	4,022	Emmanuel Villasenor	2,047	Miguel Cotrina	1,407	Emil Mohareb	968
Alexandra Graham	8,279	Doreen Ryan-Foti	5,367	Kevin Ristau	2,027	Jesse Remby	1,398	Amy Smith	966
Jessica Wilhite	8,257	James Keefer	3,983	Harold Durana	2,013	Vaine Rere	1,394	Jordan Chalom	962
William Parmeter	8,008	Sharon Brenner	3,964	Daniel Armstrong	1,995	Adam Huck	1,389	Craig Wright	960
Richard Henry	7,809	Mark Danner	3,958	Alexander Dorey	1,965	Dennis George	1,382	Kevin Talbot	956
Aaron Parks	7,646	Michael Laramie	3,945	Miki Bartolome	1,941	Madai Price	1,381	Reza Zabih	951
Daniel Hartwig	7,620	Barry Dillah	3,923	Nicholas Moore	1,927	Ashlynn Orng	1,378	Ryan O'Malley	939

Leadership Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Dan Nebraska	\$933	Sharon Manone	\$658	Jackson Etienne	\$483	Jared Durham	\$362	Ileana Rosas	\$269
Roger Fung	929	Zach Otto	658	Brian Wilson	482	Carl Nazaire	362	Justin Wise	267
Konnor Wyly	927	Bernard Oliphant	650	John Reeves	480	Norman Sellen	361	Desmond Kamara	266
Sione Aholoka	924	Mary Maida Fujii	650	Mark Arrigo	480	Carla Miller	360	Abdul Yusuff	266
Jesse Spencer	923	Ryan Bisanz	649	Vernin Vigier-Reynoso	478	Donald Wilds	358	Brandon Smith	264
Michael Polakowski	919	Ronald Newlin	646	Muhammad Satti	477	Scott Davison	355	Philip Roffi	264
Nitesh Bhogaraju	915	Cory Hobbs	644	Debra Hunter	477	Cameron Cimino	355	Edward Davidson	264
Aaron Haynes	909	Steve Svendson	642	Timothy Clark	477	Christopher Newman	353	Andrew Cavicchi	264
Krista Thieme	908	Elizabeth Lo	639	James Curtis	475	Lynda Gleeson	351	Kyle Taylor	263
Daniel Bernard	894	Jonathan Phillips	639	Kimberly Alston	474	Christine Weatherspoon	351	Marian Sertler	263
Senelinah Talamaiavo	879	Andrew Helgeson	638	Peter Kwiatkowski	473	Kyle Istvanditsch	350	Noel Rose	262
Dustin Rushin	878	Gloria Shu	636	Heather English	472	Albert Lau	349	William Howard	259
George Rosicky	875	James Makransky	627	Craig Duletzke	468	Peter Hudousek	348	Alomkone Soundara	258
Brookalyn Stillwagon	872	Puhi Pivac	624	Allen Nelson	467	Joshua Fosnight	348	Brandon McCrea	254
Jack Wang	862	Susan Bergh	609	Violetta Goldman	465	Timothy Velky	346	Robert Sobczakslomczew	252
Nicole Conrad	861	Seluvaia Tonga	605	Thomas Felicciardi	465	Javier Arce	345	Thomas Tiller	250
Daniel Alvarado	859	Randall Cook	603	Craig Shaw	462	Scott Ramsey	342	Patrick Summers	250
Ahmad Abdollahzadeh-Parsa	839	Jennifer Mitchell	602	Matthew Caternolo	459	Darcy Schrieber	340	Brandon Summerton	245
Patrick Bendure	839	Kiet Truong	600	Timothy Almond	459	Charles Hood	338	Burnette Hughes	245
Chad Davis	829	Rafael Spratling	599	Andrew Pratt	457	Sara Vaz	336	Raymond Ochoa	245
James Lochard	820	Ryan Hernandez	595	Stephen Kemper	453	Natalie Linker	336	Larry Long	240
Zachary Santino	817	Clovis Chan	595	Sean Cahill	449	Alexandra Wolter	335	Philip Russo	240
Rebecca Klebsch	814	Tian Luo	592	David Livingston	445	Bernadette Casciato	331	Mario Meza	238
Joseph Oddo	795	Heather Eaton	589	Ronnie Patea	442	Premlata Pandey	331	Mark Gontarz	236
Patrice Amador	778	Mark Glazer	587	Harvey Finkel	442	Rory Crockford	330	Bryan Peters	236
Jessimi Lewis	776	Tarisa Tooke	585	Daniel Fifta	440	Dominic Park	326	John Velardo	235
Ellen Weinstein	774	Pamela Altman	581	Pamela Furuya	439	Phyo Phyo	325	Joshua Crisp	234
Terry Harper	766	Christopher Osborn	581	Richard Dyer	433	Stacey Davis	325	Bryce Hencke	234
Bradley Kampmeier	764	Robert Reagan	580	Tia McCutcheon	429	Zachary Ledyard	324	Carrie Bowman	233
Alfred Harris	764	Daniel Noll	577	Brian Jerome	429	Jonathan Woelfle	324	Sara Wonderling	229
James Aalders	762	Bradley Gray	570	Kiriraukawa Hayward	428	Antonio Bond	322	Carl Smith	229
Jason Green	753	Matthew Davidson	563	Lleison Martinez	427	Shelly Cullen	322	Vatapuia Vavau	229
Robert Nolan	749	Tanner Daves	561	Andre Bent	422	Kori Firmin	322	Staci Daggett	229
Brandon Teter	747	David Miller	559	Brandon Baker	413	Yolanda Richardson	321	Michelle Dupuis	228
Kyle Lewicki	745	Giancarlo Altube	555	Jacob Brockmann	413	David Shirley	319	Raphael Musto	225
Dexter Phillip	743	Ronald Rennich	550	Benjamin Ainscough	413	Craig Blankenship	319	Heather Beals	222
Hannah Welfling	743	Joseph Hagerman	549	Matthew Trammel	411	Alisi Sanalio	316	Denise Berrios	218
Phillip Rigoli	730	Michael Cloherty	545	Kristian Brennan	411	Christopher Hintz	312	Emilio Kim	216
Souleymane Bah	729	Jason Silva	544	Cody Walker	411	Nigel Crowe	309	Hector Sartori	215
Sommer Daves	727	DeAnthony Hartman	544	Amanda Zophin	407	Christopher Madsen	308	Donny Shumkuenip	215
Harold Robertson	713	George Baumberger	543	Philip Walters	402	Jovani Chappel	304	Scot Gates	211
George Babish	700	Katharine Myers	541	Joseph Schneider	401	Mary-Delores Ayarzagoitia	304	Craig Steeves	210
Mario Andres Chavez	693	Matthew Ficarra	533	Adriana Lopez	397	Anita Ferris	302	Aaron Ralston	210
Ashley Delevieuse	688	Karen Cheng	533	Samantha Sliger	396	Magda Figueiredo	301	Lalitha Janardhanan	207
Brian Hutchings	687	Benjamin Clabaugh	531	Aaron Booth	393	Daniel Rapp	300	Tiffany Madsen	205
Jonathan Tomko	686	Ritia Tokahere	526	Anthony Rizzo	388	Karen Parson	298	Mercedes Lloyd	202
Jonathan Laaker	686	Raymon Reynolds	525	Christina Black	387	Derron Alexander	296	Alexander Keats	202
Gregory VanSuch	684	Bradley Steele	524	Marc Salvaggi	387	Marcus Howard	294	Dana Losser	202
Erna Gasanin	683	John Bacaron	522	Tracy LePore	387	Lora Beronja	293	Kasun Mapatuna	201
Floyd Musgrave	683	Sean Hudson	522	Reynolds Akuamo	386	Christopher McFoy	291		
Brent Wilhelmi	682	Erik Boyd	521	Cherri Xie	380	Gary Brown	289		
Sara Gilley	681	Eric Hidy	518	Jennifer Kinder	380	Jocelyn Readnour	286		
Prentiss Parker	679	Jack Keiderling	509	Monica Murray	379	Dustin Edgell	284		
Justin Carter	676	Forest Gsell	490	Daniel G Johnson	370	Rodney Wilson	284		
Donna Trotta	669	Ronald Kutruff	486	Randolph Souliers	370	Shannon Dinger	277		
Amelyn Baniqued	662	Loretta Ekeroma	486	James Franklin	367	Stephen Jeung	274		

World's Greatest Bonus

Total: \$1,611,681

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Alan Sedaghat	\$12,788	Thomas Dolin	\$2,342	Tevita Tupouniua	\$1,885	Stephanie Novel	\$1,679	Melissa Losk	\$1,504
Mauselie Dor	8,029	Larry Long	2,330	Marcus Street	1,872	Kimberly Riley	1,678	Roosevelt Wilson	1,501
Daniel Toshner	6,749	Kelly Roschbach	2,316	Marc Salvaggi	1,870	Don Tong	1,676	Catherine Gennaro	1,498
Lee Jeffers	6,360	Tibor Simon	2,304	Andy Jaikaran	1,869	Joshua Davidson	1,675	Milad Parsa	1,496
Richard Luzaich	6,203	Michelle Verbit	2,299	Hunter Houvener	1,867	Jolinn Barner	1,666	Lisa Smith	1,489
Lily Tchen	5,698	Niurka de Armas-Duran	2,281	Tamara Hughes	1,867	Jeffrey Boland	1,660	Levi Edmonds	1,488
Jesusdieu Portilus	5,082	Denise Hewison	2,271	Saeideh Nessar Ali	1,865	Brian Gilmore	1,656	Scott Remyey	1,488
Terrence Asuncion	4,928	Scott Hanna	2,240	Zulfikar Bhukera	1,864	Karen Sessing	1,655	Andrew Hennick	1,483
Francois Telfort	4,644	Christine Augustus	2,239	Susan Marchese	1,863	Nicholas Moore	1,651	Andrew Melanson	1,479
Ryan Kendl	4,322	Thelma Lambert	2,222	Vernin Vigier-Reynoso	1,860	Eugene Kashkin	1,646	Richard Miller	1,477
Tone Munro	4,251	Nicholas Rogers	2,208	Carmela Pellen	1,855	Gregory Feocco	1,646	Willie Hayden	1,476
Roghie Hassan Loo	3,975	Agatha Safford	2,206	Kelly Ryan	1,852	Benjamin Goldberg	1,645	Natalie Soboleva	1,475
Max Quasem	3,810	Samvel Tigranyan	2,205	Akelyng Baniqued	1,847	Jesse Wise	1,644	Kalle Convery	1,475
Kelly Hassert	3,696	Toi Washington	2,204	Vakhtang Nazaryan	1,845	Joanna Doumas	1,643	Philip Russo	1,475
Timothy Cruise	3,662	Matthew Query	2,195	Lydia Smith	1,844	Dwayne Hargrove	1,643	Gordon Biggums	1,466
Casey Sperzel	3,648	Douglas Zigby	2,184	Andrew Cavicchi	1,844	Michele Angelini	1,640	Nathan Luscombe	1,458
Dustin Dunbar	3,611	Victoria Bolognese	2,178	Daniel Posner	1,838	Janice Moseychuck	1,636	Kevin Ishikane	1,457
Samson Adelufosi	3,553	Bernardo Lopez	2,161	Rajeev Arora	1,835	Jacqueline Kosalek	1,631	Gregory McDuffie	1,456
James Aalders	3,436	Steven Stensrud	2,159	Shawna Rocklein	1,834	Jason Beyer	1,624	Frederick Williams	1,453
Maijargal Sukhbaatar	3,434	Corey LaVigne	2,143	Hal Adcock	1,826	Gregory Hayman	1,618	Cynthia Wilhelmi	1,450
Linda Henke	3,434	Jennifer Wehrle	2,141	Joshua Law	1,823	Chad Davis	1,616	Sean Dycus	1,446
Matt Flores	3,354	Iman Masboob	2,120	Timothy Schultz	1,822	Rob Speers	1,610	Christopher Cole	1,446
Erez Shabtay	3,296	Fritznel Octave	2,115	Joseph Messina	1,814	Scott Florin	1,604	Clifford Feldman	1,444
Bernard Oliphant	3,276	Jose Lopes	2,106	Brodie Fischer	1,812	Seema Soin	1,602	Daniel Potilechio	1,443
Katie Massart	3,267	Joey Sales	2,102	Mark Arbelo	1,807	Maria Alcon	1,594	Michael Pugh	1,437
Michael Schumacher	3,243	Randolph Souliers	2,100	Graeme Orr	1,803	Elyse Bryan	1,589	Russell Coakley	1,435
Bruce Tan	3,061	Michael Brooks	2,092	Jamie Perse	1,801	Gary Prokop	1,589	Ieton Daka	1,430
Gabriel Feldmann	2,986	Kevin Galloway	2,089	Momodou Jallow	1,796	Robert Drake	1,588	Levi Stearns	1,427
Joshua Dishong	2,950	Robert Simmen	2,086	Bryan Czajkowski	1,791	Benton Tong	1,584	Paramjit Sangha	1,426
Lora Beronja	2,789	Rona Turner	2,081	Shelly Cullen	1,788	Jinzhong Zhao	1,581	Jesse Spencer	1,425
Mark Bleier	2,761	Steve Marker	2,080	Joseph Oddo	1,783	Abram Burns	1,578	Earl Phillips	1,421
Jean Joseph	2,734	Joey Kennedy	2,064	Gina Flores	1,781	David J Miller	1,576	Shaimaa Diraz	1,420
Eric Thompson	2,712	Richard Carter	2,054	Cbyrd Lucas	1,774	Olga Tsymbal	1,576	Michelle Kyles	1,416
Luciana Mosca	2,693	Polina Philbin	2,048	William Myatt	1,768	Virgil Watson	1,576	Ali Rothbaum	1,416
Paul Kelly	2,679	Brock Lampee	2,047	Gary Bowen	1,765	Richard O'Brien	1,573	John Holstein	1,405
Christopher Vasu	2,617	Stephen Darrington	2,046	Lindsay Hunt	1,758	Aryan Achary	1,572	William Bednarik	1,404
Robert Richman	2,566	David Fung	2,041	Jason South	1,755	Elyse Koven	1,568	Filipo Havili	1,400
Joshua Cook	2,557	Zach Otto	2,029	Nicholas Guzman	1,751	Carly Ferraro	1,567	Robert Gibson	1,399
Michal Majewski	2,537	Chad Potts	2,026	Tara Trust	1,748	Lauren Coyne	1,567	Margaret Armstrong	1,389
Maria Diringer	2,502	Michael Stuver	2,011	Walter Peters	1,746	Danielle Carlson	1,551	Noah Waldman	1,386
Lesina Ah Sue	2,498	Oscar Portillo	2,002	Anthony Sava	1,746	Ronald Rivera	1,550	Enrico Paredes	1,383
Lawrence Reardon	2,486	Daniel Umbertone	1,998	Sara Gilley	1,744	Travis Self	1,546	Liliya Hrabar	1,380
Nicholas Powell	2,466	Joshua Cosentino	1,986	Chad Panzer	1,742	Ian Cary	1,546	Evan Wicklund	1,374
Amy Shui	2,459	Christopher Brook	1,986	Daniel Tiffe	1,736	Selmira Gomez	1,545	Shawn Benninger	1,371
Rebecca Najlis	2,444	Ashley Wenning	1,979	Daniel Bauer	1,726	David Ramirez	1,545	James Summers	1,370
Deborah Parnell	2,436	Rashaan Elam	1,970	Leah Stoltz	1,725	Israel Wizenfeld	1,540	An An	1,369
Laura Thornton	2,424	David Young	1,969	Diane Carrion	1,724	Kevin Fitzpatrick	1,540	Andrew Sunkin	1,367
Phillip Williams	2,422	Ryan Bisson	1,967	William Shockley	1,718	Sable Buntin	1,538	Tyler Stewart	1,359
John Farley	2,421	Ryan Bisanz	1,959	Carissa Huggins	1,717	Beth Snow	1,530	Brian Hutchings	1,359
Robert Ringelsten	2,408	Jun Ma	1,949	Meakie Grice	1,712	Karen Gaskin	1,527	David Moir	1,354
Adam Hart	2,396	Sally Wilson	1,941	Magalene Price	1,707	Dean Jensen	1,523	Aiman Mousa	1,354
Victor Rodos	2,388	Rita Charles	1,935	Mary Maida Fujii	1,702	Paul Mariotti	1,523	Beverly Smith	1,351
Ross Ewen	2,370	Charles Ferrari	1,912	John Smiley	1,693	Bradley Hookfin	1,521	Ryan Ward	1,347
Sathnarine Kumar	2,365	Marcus Moody	1,908	Joshua Fitzgibbon	1,691	Wendy Mikkelsen	1,521	Zachary Frentsos	1,343
Robert Ulreich	2,364	Justin Germany	1,902	Jeremy Engrav	1,684	Rick Zerkle	1,517	Violetta Goldman	1,342
Ransey Vazquez	2,349	Vishwanath Sankaran	1,886	Al-Karim Walji	1,681	Thomas Crutcher	1,514	Nicholas DeFeo	1,341

World's Greatest Bonus



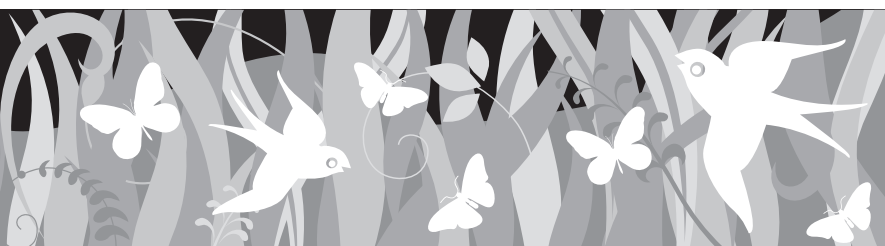
Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Craig Shaw	\$1,341	Julian Brown	\$1,225	Marko Jankovic	\$1,120	Christopher Fields	\$1,064	Brittany Martins	\$972
Mallory Steele	1,340	Tyler Dean	1,217	Michelle Rondez	1,119	Cole Murphy	1,063	Jenny Gericke	972
Christopher Davidson	1,339	Carolyn Bogle	1,217	Samuel Viner	1,117	Andrew McCarthy	1,059	Sandra Linse	971
Megan Chertoff	1,338	Grace Jongejan	1,214	Kevin Lenford	1,116	Alfredo Moran	1,059	Jacob Dachauer	971
Jeremy Barrier	1,337	Gregory Eaton	1,214	Devin Dingey	1,115	Matthew Abdo	1,057	Charon Wiseman	969
Andrea Solzman	1,337	Tyler Scroggin	1,214	Joseph Figueroa	1,115	Pujay Shrestha	1,056	Ruth Tafili	968
Maria Esposito	1,336	Dustin Edgell	1,209	Nathaniel Bigelow	1,114	Curt Snow	1,054	Thomas Tulowiecki	968
Michelle Crowe	1,334	Rebecca Buratt	1,206	Raphael Musto	1,114	Noel Rose	1,049	Michael Woo	967
Paul DeRenzo	1,331	Horace Johnson	1,204	Boon Vang	1,112	Tammie Koy	1,047	Lamar Livingston	966
Karen Parson	1,330	Kori McNabb	1,203	Kevin Haines	1,111	Tyrena Milan	1,047	Sayed Hashimi	964
Kasali Kotun	1,329	Mark Neilson	1,203	Nathaniel Pletcher	1,110	James Franklin	1,047	Iryna Sushkova	964
Jonathon Anderson	1,327	Matthew Marchitto	1,200	Evelyn Nkwenti	1,106	David Rigney	1,046	Tracy Langi	963
Jimmy Tchen	1,324	Angela Waller	1,199	Andre Hawthorne	1,106	Vangana Helu	1,043	Caleb Longley	962
Marvin Terry	1,322	Sean Velasquez	1,197	Nickolas Maynard	1,103	Dustin Surace	1,042	Jarrell Jackson	961
Robert Cook	1,322	Andrew Haskins	1,194	Sean Grant	1,103	Shane Scheel	1,039	John Boyle	959
Kristel Kreiser	1,321	Roosevelt Jeanty	1,194	Shefudeen Kotun	1,102	Christopher Butcher	1,033	Brian York	959
Peter Kaplanis	1,316	Michael van Delft	1,193	Nicarus Baez	1,101	Austin Osier	1,029	Vatapuia Vavau	958
Ashlee Hutchins	1,316	Elizabeth Lo	1,193	Cliff Mora	1,099	Cory Teschendorf	1,029	Jean-Francois Diotte	956
Dale Meyer	1,313	Jerry Forman	1,193	Erik Boyd	1,099	Tyrecia Dawes	1,029	Kiriraukawa Hayward	956
Kelly McDonald	1,305	Pelenatete Lamsam	1,191	Haley Drayer	1,099	Sophie Bordiec	1,026	Jeffery Namey	955
Erin Moore	1,304	Semir Mulic	1,190	Robert Biser	1,098	Corey Neff	1,026	Anthony Mele	955
Michael Lindsey	1,301	Floyd Musgrave	1,189	Peter Van Der Westhuizen	1,097	Louis Stephan	1,022	Jacqueline McHugh	954
Brandi Graff	1,291	Bradford Stone	1,183	Ike Mendoza	1,096	Edona Hughes	1,020	Stephen Jeung	951
David Baker	1,284	John Conard	1,182	Michael Cloherty	1,094	Tiffany Jones	1,019	Dalissa Clemons	949
Ayman Elsahly	1,280	Lane Raney	1,181	Joseph Schneider	1,094	Faryn Ingram	1,018	Ofa Siasau	948
Scott Wheeler	1,276	Monique Coleman	1,179	Tracie Prado	1,093	Daniel Brown	1,018	Michael Gerstein	948
Vaimalaala Taufa	1,274	Amr Shater	1,178	Scott Crall	1,093	Michelle Rodriguez	1,017	Abdul Yusuff	948
Kate Daye	1,269	Franklin Quezada	1,178	Zakaria Elasri	1,091	Shannon McFarlane	1,016	Craig Duletzke	947
Ross Springsteen	1,266	Mario Andres Chavez	1,177	Penny Reineck	1,091	Todd Engelson	1,014	Victor Lopez	945
Jody Barnhill	1,262	Eddie Dhillon	1,176	Cherylece Watkins	1,086	Ritia Tokahere	1,013	Tara Weisz	943
Arnold Iacoviello	1,259	Kelly Ekker	1,176	Katharine Myers	1,085	Jack Bryant	1,012	Duane Robertson	940
Tony Geer	1,258	Ronald Baldwin	1,174	Jeffrey Pearce	1,084	Markeia Brown	1,011	Jose Guerreiro	939
Aaron Javier	1,258	Michael Hutton	1,173	Peter Fournier	1,084	Clifton Guillory	1,009	Erica Kelley	938
Priscilla Nelissen	1,256	Erin Allen	1,172	Mercedes Lloyd	1,083	Liliana Avila	1,006	Fred Goetz	935
Seta Donabedian	1,251	Brandon Metzner	1,172	Preeti Sahgal	1,082	Michael Crispo	1,006	Denise Berrios	934
Charles Belt	1,251	Christopher Weglarz	1,170	Kimberly Morvant	1,079	Alex Rozotto	1,006	James Matchett	931
Robert Barnett	1,251	David Kirst	1,170	Alejandro Torruella	1,079	Ronald Knight	1,006	Jeannette Hand	931
Nicholas Wagner	1,248	Candi Lau	1,168	Jorge Guerra	1,077	Danielle Apaina	1,003	Faiga Ene	930
Jennifer Duke	1,248	Kenneth Fredieu	1,166	Solon Stephanou	1,077	Nathan Thompson	1,002	Roberta Arias	930
Mahiyar Vazifdar	1,243	Carl Harris	1,166	Katelyn Bailey	1,076	Krista Thieme	1,000	Vivian Beazley	927
Barbara Stillwell	1,241	Krysta McFarland	1,164	Gregory Johnson	1,075	Debbie Moke	999	Landon Delone	926
James Schneider	1,241	Marissa Booth	1,161	Maria Ramirez	1,075	Jonathan Morgan	998	Meliitause Matafeo	924
Darnell Alboro	1,240	Sherri Luten	1,155	Mark Harhager	1,075	Massoud Vaziri	998	Yanira Carrillo	922
Travis Brock	1,239	Jaman Testerman	1,154	Eric Ebbitt	1,075	Ardley Pierre	996	Rachel Klepal	921
Jeremy Hernandez	1,237	Conor O'Malley	1,154	Terry Walton	1,073	Alex Gonzales	996	Lisa Anderson	921
Robert Ross	1,235	Puhi Pivac	1,143	Justine Perkins	1,072	Mikhail Kodesh	994	Glenda Davis	919
Gerald Doerr	1,235	Kevin Colyer	1,143	Sean Kiersztyn	1,071	Michael Shaba	993	Edgar Garcia	918
Ruben Santillana	1,234	Jonathan Laaker	1,139	Ruta Tyrell	1,070	Hannah Foster-Blaszyk	993	Sarah Garcia	917
Charles Diulus	1,233	Andi Ramazani	1,138	Michael Stimson	1,070	Michael J Davis	993	Linda Jackson	916
Justin Fisher	1,233	Bryant Hendley	1,131	William Howard	1,069	Emmanuel Adesina	988	Alison Teepa	914
David Ohm	1,232	Zbigniew Stankiewicz	1,129	Nicholas Dilillo	1,068	Zachary Locuson	983	Matthew Trammel	914
Sarah Baldassano	1,231	Donna Foster	1,128	Anna Worsham	1,067	Adam Field	983	Cody Felder	913
Donald Weaver	1,230	Terrence Graves	1,127	Kolby Keller	1,067	Matthew Gabler	982	Thomas Tiller	913
Alexander Gonzalez	1,228	Bryan Froneyberger	1,123	Mercedes Ayala	1,067	Colin Sylvien	981	Godfrey Goodrich	911
Leslie Senter	1,227	Daniel Armstrong	1,121	Luz Torres	1,065	Jennifer Riedmaier	975	Cherri Xie	911
Garret Kun	1,226	Steve Svendsen	1,120	Helen Taylor	1,064	Manuel Resendes	972	Jude Jayasekera	910

World's Greatest Bonus



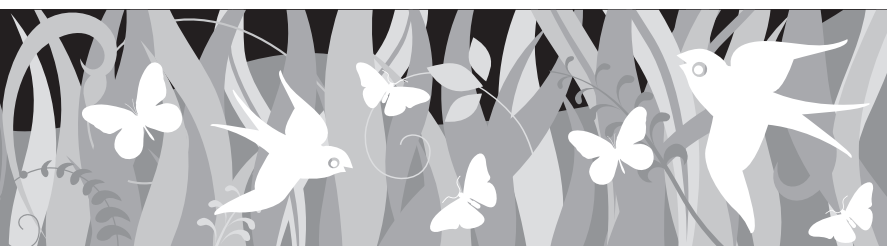
Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Jackie Brock	\$909	Jack Croxall	\$847	Miguel Rivera	\$789	Justin Lee	\$745	Patosina Winterstein	\$689
Kristina Aguirre	906	Jonathan Keszler	846	Ann Ford	788	William Patterson	743	Roger Watkins	688
Colleen Stansu	904	Mohammed Moalawi	844	Adrienne Mackay	788	Jennifer Kinder	742	Amandeep Gill	686
Paul Johnson	904	Jerrod Milne	843	Orin Langberg	788	Tyson Billingsley	741	Sitai Isoafisipuna	686
Renee Tomlinson	903	Andrew Worline	842	Richard Troop	787	Alex Hernandez	737	Joshua Keller	685
Dulce Garcia	902	Larry Giddens	842	Richard Dorsey	786	Rebeckah Pio	736	Djenabou Diallo	685
Rebekah Spindler	902	James Hooper	839	Latisha Rogers	785	Sonja Moss	734	Cierra White	682
Joseph Mathis	900	Unique Hunnicutt	839	Ghina Malaney	785	Matthew Wolf	734	Raymond West	681
Core Scott	898	Karen Baker	839	Wendy Sotelo	785	Brenton Harper	733	Rebecca Southey	681
Todd Rinehart	898	Richard Dyer	837	Arthur Greene	784	William Charnow	731	Nicki Griffiths	681
Nicole Cox	896	Ainsworth Ramkhelawan	836	Ronnie Ramirez	784	Jeremy Price	730	Michael Putnam	681
Minnie Lee	894	Aleta Coleman	836	Matthew Stevens	784	Lorette Hines	730	Milan Kucera	680
Patrick Iglesias	892	Davida Smith	835	Dawn Selden	783	Stephen Moore	729	Nikita Barnes	680
Ryan Dreier	892	Kasey Schultz	835	DeAnthony Hartman	783	Jeffrey Keyes	729	Hayden Schumacher	679
Joseph Walaan	890	Keith Spivey	835	Maryna Danielian	781	Jordan Barncord	729	Telesia Gaga	679
Jonathan Hobbs	890	Bessie Hauwaho	832	Milena Arceo	781	Erica Collins	729	Ryan Polz	678
Craig Blankenship	890	Michael Shatravka	831	Quiana Rentas	780	Eunice Viliua	726	Syreeta Monger	677
Terrah Sims	889	Matthew Sorkin	829	Henry Simekha	780	Michael Groom	724	Bruce Norfleet	676
Bobby Gengler	887	Ahmad Abdollahzadeh-Parsa	828	Matthew Wilder	778	Matthew Butler	722	Nadezhda Vitchev	675
Christopher Buonanni	886	Aaron Armstrong	823	Kingsley Tazinya	777	Kyle Garrett	721	John Haupt	675
Alisa Walker	885	Katie McCarty	823	Jacob Unger	774	Carmen MacPherson	721	Raishaun Stover	674
Ryan Kissing	884	Tatjana Tikhonov	822	Timothy Villard	774	Dean Schmitt	721	Michael Perkins	673
Dee Drake	884	Kalena Alam	822	Arash Nazhand	773	Karina Iniguez	721	Edward Huffman	672
Shawn Fisher	883	Khaled Kenawy	820	Sharon Ripaki	772	Otolose Kinikini	720	Sal Giacchi	672
Charles Krieger	881	Robert Tierney	820	Michael Misuraca	772	Kaitlen King	720	Justin Pratt	672
Santino Attanucci	881	Ikani Fifita	820	Mosese Nasalo	771	Mike Bray	719	Rachyle Stansell	671
Chelsea Althouse	876	Andrew Erker	819	Cynthia Wizenfeld	770	Julie Aprahamian	718	Chris Robbins	670
Shawn Sheridan	875	Carl Bartley	819	William Buck	768	Amanda Zophin	717	Richard Conner	669
Mickenzie Linse	874	Melissa Ogle	816	Ginnie Mae Factor	766	Johna Ryan	716	Amber Resendiz	669
Eric Johnson	874	Ed Olfert	816	James Smith	764	Nectaria Horos	713	Isaiah Matafai	669
Michael Johansen	872	Joshua Mandell	814	Danielle Cardello	764	Marcus Howard	713	Denice Copp	668
Eric Hidy	870	Michael Greer	812	Araina Reaves	764	Matthew Cartwright	712	Siloe Soto	667
Aldina DaRosa	870	Paul Freeman	811	Jody Duke	762	Raymon Reynolds	711	Joseph Meduri	667
Thien Tran	870	Cheryl Rodriguez	809	Sara Wonderling	760	Jessica Spayde	711	Mahir Khalaf	666
Robert Pendleton	867	Jennifer Penny	808	Peter Papaioannou	759	Barbara Geier	710	Steven Genuardi	666
Elaine Kulawiak	866	Patrick Matson	808	Alexander Zsadyani	758	James Makransky	710	Evan Kendall	666
Victor Restrepo	865	Daniel Osos	807	Scott Schwartzkopf	758	Jodi Bohdal	710	Cassandra Soler	665
Leroy Reaves	864	Robert Sobczakslomczew	807	Daniel Bernard	758	Silver Swanson	708	Diane Zingarelli	665
Jose Villalobos	862	Brandon Baker	806	Ryan Merritt	757	John Gardner	707	Cieron Barron	665
Gloria Allen	862	Michael Shemas	805	Scott Ramsey	757	Rodney Wilson	705	Nicholas Dinneen	663
Charles Porter	860	Timothy Nolan	804	Keith Litterst	756	Robert Thompson	704	Earnest Loveless	662
Grace Soong	859	Abby Hermanson	801	Mike Hudnall	754	Kalin Koychev	704	Daniel Graef	662
Abraham Nammur	859	Tyler Pitau	799	Javier Rosario	753	Patrick Fowler	703	Lori Dacyk	660
Steven Rotherforth	856	Drew Hoffman	799	Staci Daggett	753	Everton Taylor	701	Tara Phillips	658
Gilbert Martinez	856	Lawrence Forte	799	Donald Wilds	753	Michelle Dupuis	701	Kevin Appasamy	658
Maria Rocha	856	Richard Madrid	798	Drew Stewart	752	Cameron Moore	701	Ravone Royster	657
Avram Pinto	852	Melanie Monga	798	Joy Nardone	751	William Rudacille	701	Talen White	657
Justin Greenwalt	852	Clera Matafai	797	Charles Perkins	750	Katie Cetina	699	Brenton Betts	656
Kim Nguyen	851	William Knoy	797	Chang Yeung	750	Dale Talsma	698	Eric Kirmer	656
Timothy Gallagher	851	Victor Schwenoha	797	Stephen Jensen	749	Harrynarine Ramoutar	697	Charles Kim	655
Mark Pofsky	851	LaKeytha Murray	797	Lauren Steed	749	Vennita Hill	697	Orin Dutra	655
Anthony Wright	850	Drew Frazier	794	Kayla McIver	747	Kristian Brennan	697	Jessica Rhoads	654
Benjamin Ainscough	850	Jonathan Turner	794	Lewis Feagins	747	Maren Conway	697	Roger Turk	654
Alfredo Hung-Lam	849	Noylene Uai	794	Crystal Lynch	747	Peggy Collins	697	Kaleena Jackson	653
Alex Niemann	848	Mikhail Mishkov	792	George Noujaim	745	Cheryl Peckley	693	Hakan Ozalpaskan	653
Franklin Faulds	847	Nathaniel Durkin	792	Madai Price	745	Staci Meckler	690	Jacob Frasier	652

World's Greatest Bonus



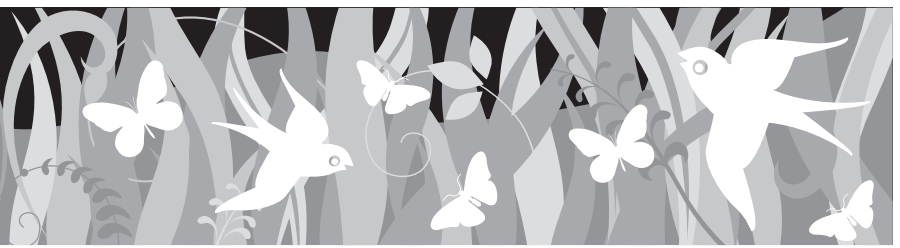
Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Thomas Lapinski	\$651	Nicholas DeVito	\$620	Eduardo Barrantes	\$584	Rickey Bunton	\$548	Christine Jesoraldo	\$520
Ryan Smith	650	Michelle Blunda	619	Elifranc Deus	583	DeMarcus McNeil	548	Peggy Davenport	520
Steven Sparkes	649	Dante Beasley	619	Martin Short	582	Jacob Martin	548	Carolyn Havens	519
Melvin Lynch	649	James Drane	618	Sebrena Cohen	581	Johleena Tolentino	547	Phillip Rigoli	519
Tom Morrell	649	Daniel Jones	618	Rieley Garrick	581	Arthur McDonald	547	Brian Jerome	519
Cameron Clay	648	Francisco Zarathustra	618	Lisa Montano	580	Keely Jacks	545	Ryan Hernandez	519
Nanette Clay	647	Nicolas Bohle	618	Brandon Kontor	580	Natalie Partipilo	544	Kelly Schienbein	518
Daren Brown	647	Kevin Dougherty	618	Sandra Ramirez	579	Ethan Weidman	542	Madelon Bohdal	517
William Joyner	646	Nicholo Arceo	616	Newman Hoverd	578	Bruno Figarola	542	Evelyn Gray	517
Karlea Jackson	646	Betty Hewlett	615	Teaunna Lester	578	Minh Phung	542	Rachel Stanhope	517
Chelsie Taylor	645	David Hall	615	Jose Valoy	577	Lydia Lozano	542	Crystal Reeves	517
Lindsay Hoopes	645	George Waters	615	Jose Carvajal	576	Victoria Wippich	542	Natasha Mack	516
Cheng Chang	643	Maulalo Taufao	615	Freida Yakubov	576	Kelly Yingling	542	Jeremiah Thompson	516
Jane Baloras	643	Roberto Nieves	614	Nathan Alfred	576	Anand Jailall	541	Matthew Haslett	513
Dennis Kirkland	643	Eran Walters	613	Roland Vegiard	575	Jesse Remby	541	Ryan Hall	513
Bobby Szwaja	642	Francis Skilnik	613	Suzanne Fisher	574	Brandon Taylor	540	Elry Pacheco	512
Shelley King	642	Jessica Sanchez	611	William Flournoy	573	Coulter Skinner	538	Antonio Reyes	512
Leleai Vaivai	642	Luke Crandall	611	David Cox	573	Rachel Bryson	538	Kaushiliya Tilokani	512
Brandon Smith	641	Megan Neary	611	Craig Carpenter	571	Jervis Archer	538	Erna Gasanin	511
Puao Thompson	641	Melissa Wartman	610	Lisa O'Donnell	571	Mona Haji-Rajabi	538	Debra Hunter	511
Amy Miller	640	Robert Larkrith	610	Leonard Capucilli	570	Bertrand Joseph	537	Cristi Huffman	511
Raquel Peka	639	Mary McCormick	609	James Cliff	570	Seth Austin	537	Yen Ky	511
Ryan Fickert	639	Elmedina Sahmanovic	609	Danielle Knapp	569	Kwaku Nti	536	Debra Porter	510
Matthew Conrad	636	James Michaud	608	Darryl Haverland	568	Katy Fogell	535	Francisco Montalvo	510
Maurice Thomas	636	Janice Welsh	608	Courtney Gordon	568	Mia Dia	534	Rubin Coffey	510
Mauricus White	635	Sean Todd	607	Pamela Hacker	568	Lawrence Broussard	534	Quang Tran	510
Glen Latona	635	Albert Serur	606	Corey Robinson	567	Kathleen Barnes	533	Teeva Tagaloa	509
Carissa Myers	635	Christopher M Williams	605	Brenda Howell	566	DeMaris Pool	533	James Moland	508
Prentiss Parker	634	Joshua Engel	605	Akeem Alvarez-Lee	565	Michael Eras	532	Gabrielle Roback	508
Dawn Montgomery	634	Derek Franc	603	Kaydene Bennett	564	Oliwia Osinska	531	Angeline Kasinski	507
Ryan Doughty	634	Jesus Machado	602	Deborah Johnson	563	Matthew Foster	530	Felicia Price	505
Dennis Quisenberry	633	Amy Smith	602	Lesieli Vai	562	Dorothy Bland	530	Jamie Bohannon	505
Benjamin Gowler	633	Rafael Spratling	602	Chad Hatfield	562	Sina Tuilaepa	530	Lynette Brodie-James	505
Brittany Givens	633	Patricia Crosby	602	Anthony Batista	560	Marie Karaky	530	John Garces	505
Aaron Wiggins	630	Adriana Lopez	601	Liberty O'Dell	560	Jose Castillo	530	Brittany Kerr	504
Corienne Mason	630	Ljubinka Stanisavljevic	600	Paul Hill	558	John Kwolek	530	Kay Rimpson	503
Tresa Jackson	628	Adrian O Johnson	599	Blake Hallman	557	Robyn Novak	528	Kristen Konz	503
Bruce Kaminski	626	Deepak Sidhar	599	Darren Danico	557	Adam Kahn	528	Arnaecia Alridge	503
William Ragle	626	Deangelo Jackson	596	Peggy Owens	557	Lauren Accardi	527	Muriah Morgan	503
Bernadette Casciato	626	Christian Hernandez	594	Brian Cortino	557	Curtis Kotter	526	Bradley Frick	503
Moelani Foster	626	Zachary Bradshaw	593	Steve Tran	557	Kenneth Higdon	526	Amanda Pei	503
Felicia Traylor	626	Mark Arrigo	593	Craig Strompf	556	Richard Davis	526	Stuart Long	503
Alta Adrien	625	Linda Braswell	592	Skeeter Lake	555	Jessimi Lewis	525	Lalitha Janardhanan	502
Ileana Rosas	625	Selo Samuelu	591	Jorell Washington	555	Megan Espeland	525	Jack Johnas	501
Enero Cooper	625	Bryan Phillips	591	Lazarus McRae	554	Natain Stam	525	Sokol Fazliu	500
Soyoung Kang	624	Michael Wissel	591	Ricky Black	554	Adelfa Parinas	524	Skylar Brown	499
Va Moua	624	Tam Pham	591	David Rockway	553	Oscar Ortiz	524	Anton Babarykin	499
Jacqueline Reim	624	David Guzman	591	James Curtis	553	Katie Reed	524	Trent Hilderbrand	498
Benjamin Van Fossen	623	Ryan Sims	589	Jesse Pohlmann	553	Noman Nawaz	524	Helena Ronci	497
Carlos Otero-Villalba	623	Johanna Handa	588	Ryan Machir	551	Melinda Korb	522	Timothy Rose	497
Lindsay Gilreath	623	David Pomare	588	Brendyn Muise	551	Meredith Mills	522	Justin Wiederhold	497
Stacie Spires	621	Reid Benincasa	587	Viliani Sau	549	Kevin Fallon	521	Shayla McGraw	497
Timothy Byrnes	621	Jasbir Kaur	587	Elizabeth Westbrook	549	Thomas Weber	521	Trevor Mayer	496
Timmy Sorensen	620	Michael Srandev	585	Kulisitina Wulf	549	Angelique Gallion	521	Robert Reed	495
Cameron Howat	620	Evan Sanford	585	David Clarke	548	Joseph Sofarsky	520	Corinne Wagner	495
Monty Pratt	620	Mark Harper	584	Eshawn Thomas	548	Andrew Helgeson	520	Megan Metcalf	495

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Michael Robinson	\$494	Valen Eberhard	\$460	Heather Hewitt	\$423	Matthew Caternolo	\$396	Nakthalie Bocz	\$372
Malissa Hansen	493	David Crisman	460	Crystian Rozotto	422	Morgan Brassfield	396	Jahara Lewis	372
Cassandra Williams	493	Terry Riffindifil	460	Gary Sauheaver	421	Alexis Uribe	395	Erika Cannady	371
Farid Hameditoloui	491	Mary Kimitaunga	459	Peter Lynn	419	Miranda Mortensen	395	Mark Ziemianski	370
Stephen Myers	487	Lisa Kahan	458	Angela Garnett	419	Zachary Kimble	395	John Passi	370
Nicholas Watts	487	Julian Vazquez	457	Sanveer Sahota	419	Kristy Nguyen	394	Daniel Phares	370
Manon Lamontagne	486	Jenna Maxwell	455	Tony Radunz	418	Alexander Keats	394	Jennifer Sustache	370
Reynaldo Lima	486	Timothy Durr	455	Joshua Fritz	416	Charles Barnett	393	Andrew Aaron	369
Allyson Baird	483	Christopher Dovidio	454	John Sikora	415	Justin Schaub	393	Beatrice Whitaker	369
Anthony Rizzo	483	Vaughn Harris	453	Sean Wampler	415	Kevin Gallino	393	Luay Ghawi	369
Karen Kennedy	483	Mohammed Hossain	453	Jerac Allen	415	Philip Shotwell	393	Brett Bayne	369
Ashley Maier	483	Willie Gandy	453	Kasey Feldman	415	Daniel Mastropolo	392	Brett Murray	369
Cameron Cimino	480	Patrick Monroe	453	Jenna Grula	414	Julia Sigal	392	Carlo Buhay	368
Noema Magele	480	Frank Sigourney	452	David Brockman	413	Jonathan Maust	392	Shawn Deshevy	368
Michael Sanders	480	Monica Murray	451	Laurent Johnson	412	Scott Kelley	391	Kiel Thompson	368
Natasha Cervantes	480	Melinda Gjertsen	450	Kelly McLeod	411	Nicole Maillet	391	George Lahamedjian	367
Kristi Vang	480	Corey Champagne	450	Amber Burchett	411	Avele Tanielu	390	Jennifer Simmons	367
Rajendra Narine	479	William Hall	449	Frank Tedesco	410	Daniel Alvarado	390	Jason Green	367
Jessica Rights	479	Nicolas Jacques	446	Robert Ware	410	Johnetta Harris	390	Darnai Thomas	365
Tyler McBride	478	Leroy Simpson	445	Stratford Goodwin	409	Tiffany Maybray	389	Tyler Murray	365
Guillermo DeLaVega	478	Mark Zimmerman	442	Trauja Purifoy	409	Cynthia Peterman	388	Jasmyne Turner	364
Elzia McLain	478	Gordon Racette	441	Jenny Coffey	409	Victor Jackson	388	Shantell Saunders	364
Thomas Kijanowski	477	Desseire Fahie	440	Tameka Pollard	409	Scott Frutschy	388	Virginia Charukul	363
William Miles	477	Diedre Sandbrook	439	James Keefer	408	Eric Ramos	388	Preston Foster	363
Chase Robinson	477	Derrick Gray	439	Josh Schwab	408	Ibrahim Bah	388	Miles Rubic	363
Joshua Wilson	476	Karen Kost	438	Ben Carpenter	406	Ross McKamey	387	Theodore Greer	362
Quiona Bryant	475	Waine Weeks	437	Jason Yousef-Zadeh	406	Stephen Lynn	387	Allyse Nicholas	362
Jason James	475	Carl Smith	437	Drew Stimmel	406	James Scheidt	386	Nina Dolman	362
Daniel George	475	Tyler Hagy	437	Raymundo Torres	406	Christopher Fennen	385	Arthur Westergren	362
Dustin Klingebiel	475	Christopher Peterson	436	Jason Flores	406	Tessie Timberman	385	Kimberley Clarke	362
Naomi Staples	474	Arthur Patterson	435	Kale Robertson	405	Darin Turpin	384	Christopher Boyes	361
Laaina Havea	474	Nehemiah Lucas	435	Jeremy Sherman	405	Irene Pe	383	Shawn Farkas	361
Joshua Franco	474	Maria Fields	434	Jack Keiderling	405	Evan Sanzari	383	Samy Jacques	360
Robert Hamilton	473	Aja DeVore	433	Gary Brown	404	Longinusi Tupou	382	Elizabeth Lopez-Colon	360
Claudinefatim Martin	472	Tosha Henderson	433	Linda Ganley	404	Temu Semisi	381	Laura Manzano	360
Robert Holbrook	471	Eddie Jimenez	433	Chang Saefong	403	Julie Wells	380	Nickolas Kiriakakis	359
Helen Miller	470	Travis Gates	433	Christine Barbour	403	Herivelto Pereira	379	Bradley Kampmeier	359
Adeyemi Akinade	469	Mieka Singleton	432	Mary Burningham	403	Amber Shearer	379	Christian Taylor	359
Andrea Barenholtz	468	Keith Flagler	432	Shannon Dinger	402	Christopher McFoy	378	Lisiate Fifita	358
Zhongbin Li	467	Shaun Brown	431	Charlton Strickland	401	Christopher Tise	378	David Nolan	358
David Foster	467	Jason VanEckelen	431	Byron Dueck	401	Courtney Lewis	378	Bobby Parker	357
Clayton McPeak	467	Darian Uhlmeier	430	Marc Jenkins	400	David Whitman	378	Janice Karingten	357
Janae Gallo	466	Cody Tesoro	430	Liza Godine	400	Levi Carpenter	377	Jacob Kozlow	356
Matthew Williams	466	Victoria Perea	430	Shauna Hannemann	400	Kristina Stinson	377	Megan Laird	356
Michael Campbell	466	Joseph Bonasso	429	Vann Durham	399	Annette Thomas	377	Timothy Frederick	355
Melyssa Wells	464	Tiffany Osburn	428	Nicole Nelson	399	Paavo Cymanow	377	Brian Soulard	355
Casey Cash	464	Karen Lunde	428	Ashley Baxter	398	Fiona Fekau	375	Julio Garcia-Revelo	355
Wayne Fiamalu	464	Shiwa Hollingsworth	427	Amy Buskas	398	Ebony Fuller	375	Judith Gorniak	354
Lydia Ertle	463	Patau Suliata Lipa	427	Kevin Hicks	398	Oscar Flores-Najarro	375	Sena Neilitz	353
Melvin Arritt	463	Cara Brimmer	427	Thomas Strickland	397	Curtis Belcher	375	Christopher Chunn	353
Natsha Campbell-Richardson	462	Gregory VanSuch	427	Jennifer Sands	397	Jeffrey Dieter	375	Timothy Almond	353
Jonathan Jones	462	Bernardo Estevez	426	Prabesh Shakya	397	Steve Suber	374	Peter Mello	353
Anthony Vuolo	461	Mark Wallace	426	Jian Wang	397	Graham Miller	373	Bruno Hill	352
Andrea Phelps	461	Thomas Fuchel	426	Howard Dotson	396	Quentin Kaiwi	373	Gerard Salassi	351
Jason Taybron	461	Jameson Rees	425	Tina Phongsavath	396	Vanessa Dagostino	373	Joseph Grant	351
David Piro	461	David Sevier	424	Michael Baguer	396	Sammuel Jackson	372	Clayton Ferguson	351

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Jordan McQuaid	\$350	David Laffin	\$328	Sandra Miller	\$305	Wayman Woods	\$279	Reggie Molina	\$260
Ricky Jenkins	350	Marcia Fraser-Douglas	327	Sally Buchheimer	305	Crystal Garnes	279	Diane Drawsand	259
Seluvaia Tonga	350	Jason Johnson	326	Thomas Guttenberg	304	Johnny Ross	279	Tewai Tepuke	259
Jarvis Bills	349	James Larkin	326	Alan Wedell	303	Franklin Ollie	279	Vakhtang Dvalishvili	258
John Velardo	349	Morgan Young	325	Scott Davison	303	Donald Wold	278	Tiffany Aoyama	258
Derron Alexander	349	Misti Strickland	324	Tamecka Dixon	302	James Griffiths	278	Timothy Hollopeter	257
Alex Grakhov	349	Allan Faalavaau	323	Pedro Pizarro	302	Jacob Isenbarger	278	Daniel Fifita	257
Brandon Digiovanni	347	Bret Green	323	Carlos Myers	302	Brent Arbour	277	Angela Giazzon	257
Angelika Vassilieva	347	Tiffany Taylor-Robinson	323	Michael Brunette	302	Matthew Broad	277	Dwight Gradolph	256
Basil Bogle	347	Robert Wainner	323	Amie McCracken	302	Elizabeth Duarte	277	Treston Teague	256
Betrian Hicks	347	Irvin Johnson	323	Jonathan Davis	301	Adam Farley	277	Dominic Okonta	256
Clinton Spaeth	346	Faapaia Tokuma	322	Matthew Wickman	301	Ginea Brown	276	James Walburn	256
Leah Bonner	346	Tannielle Pirtle	322	Emilia Ruiz	300	Brock Bode	276	Atinderjeet Singh	256
Liam Flaherty	346	Christopher Kohler	321	George Angulo	300	Shaun Carvelli	276	Viktorija White	255
Jeno Harris	345	William Cline	321	Luis Colon	299	Aaron Smith	275	Yan Bocharov	255
Amanda Oravetz	345	Markcus Venible	320	Tiffany Madsen	298	Ian Lindo	275	Christopher Ryan	254
Toakase Tongotongoakoteu	344	Paul Smoley	320	Ellen Matete	297	Amanda Castleman	274	Marcus Schiel	254
Scott Dillingham	344	Dinah Cawthorne	319	Joyce Printis	297	Russell Hart	274	Nicole Conrad	254
Mia Seagraves	343	Samuel Michel	319	Blake VanDerBosch	297	Michael Osei	274	Breanne Latimer	254
Michael Williams	343	Nicholas Fisher	317	Alvin Massenburg	297	Jeffory Churchfield	273	Christopher Avin	254
Wallace Lanier	343	Cedrick Smith	317	Theresa Bellajaro	296	David Friley	273	Jessica Armand	253
Linda Quick	343	Wilfredo Soto	316	Jesus Perez	296	Salafai Elisara	273	Cody Walker	253
Juan Sosa	343	Aaron Huff	316	Stephanie Vicario	294	Brenton Walton	272	Laura England	253
Nicholas Cunliffe	342	Larry Finch	316	Janelle Hebb	294	Benito Maresgracia	272	Sheena Petten	253
Joshua Schniers	342	Sheng Zhang	316	Jasmyn Ulberg	293	Emmanuel Villasenor	272	Mark Rogan	252
Mohamed Tawfik	341	Donald Stevens	315	Martell Ross	293	Mavrick Fredericks	272	Ernest Rowe	252
Joffre LaPierre	341	Ronnie Patea	315	Kristin Dobbs	292	Kyle Bradshaw	271	Evelyn Garza	251
Schad Lapow	341	Tyler Green	314	Philip Walters	292	Tautiaga Gaina	271	Andrzej Sertler	251
Jamie Conklin	341	Karen McQuoid	314	Tamra Garrido	291	Christopher Phoenix	270	Nancy Staack	251
Nicole Morris	340	Jeanine Tucker	314	Omar Hashimi	291	Rod Smith	270	John Fenton	251
Jason Alper	340	Erin Murray	314	Gustavo Rendon	290	Jamar Burnette	270	Lisa Soshinsky	249
Armound Khodaverdi	340	Joseph Hedborn	314	Patricia Thibodeaux	289	David Riddle	270	Shawn Fifita	249
Jordan Powell	340	Christine Lovato	314	Randolph Joshua	289	John Palmieri	270	Jessica Gomez	249
Isaac Hernandez	339	Suifua Autufuga	313	Monica Kayano	289	Anthony Christman	269	Ricardo Garavito	249
Kennedee Blanchard	339	Aaron Garcia	313	Andrew Rothrock	289	Allison Fair	269	Donald Skaggs	249
Adrian Siliva	338	Michelle Stubbs-Thompson	312	Byung Park	288	Ewa Marinaccio	268	Aaron Dupras	249
Ismail Mori	338	Jamelle Eugene	311	Robert Novas	288	Joshua Smith	267	Patrick Seawright	249
Marino Baca	337	Katie Shugert	311	Evan Reich	288	Deion Adams	267	Zach Brewer	249
Yolanda Richardson	337	Karl White	310	Jeremy Talanca	287	Patrick Summers	267	Justin Wise	248
Cedric Heath	336	Dennis McGuire	310	Spencer Powell	287	Sharon Rehmert	267	Nina Sugawara	247
Kassandra Personett	336	Stephen Norman	309	Judy Hassan	287	Austin Blaschak	266	Salvatore Giacchi	247
Yvonne Zarathustra	335	Austin Cheley	309	Ryan Reza	285	Matthew Holseid	266	Debra Stegall	247
Agata Maslyk	335	Eluerecia Guzman	309	Monica Njie	285	Shalisa Bethea	264	Janine Goyetche	246
John Yankovich	334	Linda Moore	309	Christopher Craft	284	Jason Smith	264	Youxiang Wang	246
Bianca Williams	334	Lawrence Turk	308	James Kelly	284	Iran Zaranda	264	Eric Campbell	245
Paul Crevelli	334	Ronald Friedlander	307	Mircea Marginean	284	John Conrad	263	Crystal Valentine-Johnson	245
Joseph Rasor	333	Phyo Phyo	307	Akenese Ati	284	Jong Song	263	Benedict Hicks	245
Isaac Akladeos	333	Sean Cahill	307	Yovanna Ortiz	284	James Cedeno	263	Christina Nunez	245
Cynthia Lawrence	332	Anthony Hebert	307	Andrew Pratt	283	Rafael Vargas	262	Max Hampton	245
Derek Allen	331	Sale Papu	306	Jack Walters	283	Murial King	261	Joel Moran	244
Kyle Rhymmer	331	Thonny Neret	306	Darryl Johnson	282	Christopher Swisher	261	Antonio Barnes	244
David Shirley	331	Jared Devine	306	Lisa Heyman	282	Kenneth Stephens	260	Ian Noble	243
Austin Soboleski	331	Ricardo Quick	305	Kyle Lewicki	281	Jacob Mullins	260	Ryan Kisner	243
Jack Wang	330	Thomas Feliciardi	305	Sharif Grays	281	Christian Jones	260	Jocelyn Readnour	243
Jason Black	328	Brenda Hansknecht	305	Sarai Castanon	281	Ben Halali	260	Christine Shimizu	243
Steven Engrav	328	Christopher Favor	305	Christopher McMenomy	281	Ondrej Havelka	260	Natasha Hankins	242

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sandi Babcock	\$242	Jaime Guzman	\$230	Heather English	\$222	Michael Roberge	\$213	Josef Kijewski	\$206
Dennis Moran	242	Alphonso Asikaburu	230	Hai Tran	222	Patrice Swafford	213	Tamia Woods	205
Maria Magallon	241	Ross Budweg	229	Dominique Smalls	222	Cory Norman	212	Tabetha McLemore	205
Sione Maumau	240	Aaron Price	229	Gwendolyn Macool	221	Timothy Petrillo	211	Maurice Baritz	205
Grant Coy	240	Mirvet Kekic	229	Bryan Czerwinski	221	Rona Green	211	Danielle Greenleaf	204
Jack Steel	240	Chantal Levy	228	Sarah Bedford	221	Jeffrey Meehan	211	Benjamin Norman	204
Alexis Leavell	240	Kody Karhliker	227	Orett Nelson	221	Jennifer Holliday	211	Austin Wallace	204
Anthony Ferrara	240	Douglas Yoder	226	Pamela Drury	220	Brian Willis	210	Larry Chick	203
Michael Brown	238	Virginia Lee	226	Rigaud Paul	220	Kevin Talbot	210	Lisa Richardson	203
Brian Babb	237	Shemyah Moore	226	John Hoselton	220	Paul Jagmohan	210	Shawntae Collins	203
Craig Cacini	237	Sean Flagler	226	Matthew Davidson	219	Steven Johnson	210	Jane Hifo	203
Vaotumua Tuagalu	237	Rachel Martinez	225	Lisa Gomez	219	Paul Samra	210	Ernest Unruh	203
John Albertini	237	Naomi Filifilia	224	Rodney Hatfield	219	Donald Sheldon	209	Jeffrey Barklow	203
Andrew Weber	237	Stephen Jubrey	224	Ankit Patel	218	Terry Liggins	209	Cameron Monroe	203
Henry Ingraham	236	Teddie Taylor	224	Lander Stovall	218	Dustin Rushin	209	Keith Reed	202
Mattlyn Rodriguez	235	Joshua Overton	224	Joshua Switzer	217	Jacqueline Mesias	208	Jackson Etienne	202
Cheryl Cermak	235	Benjamin Pettingill	224	Nic Iagulli	217	Heather Wagner	208	Teo Underhill	202
Charles Roscoe	234	Kaitlyn Good	224	Ashley Baker	216	Camellia Richardson	207	Dale Seigfried	202
Alison Muller	234	Logan Quick	223	Lupelima Gray-Patea	215	Paw Sandberg	207	Jennifer Baney	201
Jennifer Sassenus	234	David Montgomery	223	Courtney Moore	215	Amanda Andre	207	Jessica Weihrauch	201
Dominique Vacheresse	232	Sara Martin	223	Yanick Cadet	214	Charne Hart	207	Brian Chuckran	201
Michael Clint	232	Gregory Ebers	223	Terry Harper	214	Carlos Montes	206	Kilisimasi Segal	201
Ronnie Knight	232	Scott Davis	223	Felicia Muniz	214	Scott Flaherty	206	Kory Kuipers	200
David Nelson	232	Kenneth DeMesme	223	Kascey Williamson	214	Brittany Rainwater	206	Aricela Pascual	200
Haley Wisner	232	Scott Smith	222	Stephen Giddens	214	Kaitlyn McDougale	206	Sekaia Ragata	200
Edward Jones	230	Carmenlita Green-Harris	222	Jason Ryan	214	Gretchen Crady	206		
Timothy Pilosi	230	Janice Shadbolt	222	Aurelia Balkovics	213	David Sherry	206		

Reinstatement Bonus



Total: \$47,420

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$4,019	Lina Namu	\$611	Scott Patterson	\$417	Allison Bankowski	\$297	Daniel Posner	\$226
David Jackson	1,715	Nabil Spahi	592	Dason Phaul	400	Cherri Xie	297	Charles Kim	224
Bradley Weigand	1,502	Lawrence Dennis	576	Patrick Parisi	392	Alfred Taren	289	Ryan Tucker	223
Karl White	1,219	Gordon Mooc	561	Olga Tsymbal	385	Matt Flores	288	Djenabou Diallo	222
Frank Kolligian	1,063	Reynaldo Singson	544	Earnest Loveless	382	Marcus Bautista	271	Tasha Tucker	218
Mitchell Look	998	Jennifer Gray	518	Amanda Beyersdorff	375	Steve Marker	269	Chien Tsai	217
Keith Hadayia	939	Leary Andrews	509	JoAnne Marks	373	Bryan Phillips	262	Patrice Amador	217
Alan Silverman	856	Mark Bleier	505	Jake Yagjian	365	Daniel Oses	253	Wayne Green	207
Maurice Baritz	814	Maryna Danielian	501	Nadezhda Vitchev	352	Marium Sherzai	252	David Ramirez	205
Amy Shui	807	James Larkin	500	Nicole Bailey	333	Carl Boldon	242		
Daniel Pinschmidt	784	Patrick Duray	492	Atta Saleh	330	Ronald Friedlander	240		
Alex Rozotto	740	Stephen Liberto	480	James Palmes	329	Lawrence Turk	239		
Dick Nakatani	702	Peter Kaplanis	455	Phyo Phyo	324	John Bulecza	237		
Anthony Cruz	665	Ashley Delevieulose	441	Arthur Westergren	313	David Wang	233		
Nicolas Ullmann	653	Ricardo Subero	438	Lorena Barriere	310	Tom Morrell	228		
Tracy LePore	647	Gabriel Manzo	425	Lily Tchen	299	Benton Tong	226		



See *Spotlight*, page 05 for top 50 qualifiers and YTD bonus leaders.
For full contest details, visit www.ailife.com/spotlight.aspx

Total: \$381,666

Qualifier	Bonus	SGA	Qualifier	Bonus	SGA	Qualifier	Bonus	SGA
Konnor Wyly	\$1,766	Joseph Diecedue	Robert Reagan	\$1,161	Scott Rehberg	Jacob Brockmann	\$826	Altig-Orlovic
Jessica Tasky	1,763	Simon Arias	Ruben Santillana	1,160	Steve Friedlander	Matthew Trammell	822	Alex Roland
Dustin Rushin	1,755	Bob Wingate	Mark Glazer	1,148	Theodore Pappas	Loretta Ekeroma	822	Steve Friedlander
Daniel Alvarado	1,717	Steve Greer	Bradley Gray	1,141	Imran Satti	Kristian Brennan	821	Imran Satti
Kascey Williamson	1,715	Chris Hernandez	Ryan Hernandez	1,127	Bob Wingate	Cody Walker	821	Paul Rumbuc
Josh Wheeler	1,705	Surace-Smith	Miki Bartolome	1,124	Altig-Orlovic	Amanda Zophin	814	Williams-Zophin
Andre Hawthorne	1,688	Laura Fisher	Tanner Daves	1,122	Jason Adamo	Joseph Schneider	803	Cohen-Cohen
Bradley Kampmeier	1,638	Chris Hernandez	Giancarlo Altube	1,110	Theodore Pappas	Samantha Sliger	792	Jeremy Welch
Jack Wang	1,628	Desi Dimitrova	Chad Davis	1,099	Imran Satti	Anthony Rizzo	777	Simon Arias
Alfred Harris	1,612	Altig-Orlovic-Lyse	Joseph Hagerman	1,098	Jeremy Harbin	Marc Salvaggi	774	Surace-Smith
Danielle Cardello	1,605	Oldham-Bianchi	Michael Cloherly	1,090	Oldham-Bianchi	Steve Marker	770	Altig-Orlovic-Hay
Jessimi Lewis	1,552	Surace-Smith	Jason Siliva	1,088	Steve Friedlander	Brian Wilson	769	Michael LiBassi
Jamaal Lynwood	1,552	Giglione-Ackerman	Katharine Myers	1,082	Richard Correa	Tarisa Tooke	742	Cohen-Cohen
Ellen Weinstein	1,547	David Hausman	Alvin Massenburg	1,076	Altig-Orlovic-Hay	Amelyn Baniqued	740	Steve Friedlander
Dexter Phillip	1,542	Steve Greer	DeAnthony Hartman	1,072	Paul Rumbuc	Michael Logue	740	Simon Arias
Hannah Welfling	1,535	Simon Arias	Benjamin Clabaugh	1,061	Altig-Orlovic	Ryan O'Malley	738	Imran Satti
Crystal Lynch	1,514	Richard Correa	Ritia Tokahere	1,052	Steve Friedlander	Dan Nebraska	737	Simon Arias
Jason Green	1,507	Paul Rumbuc	Bradley Steele	1,049	Altig-Orlovic	Travis Picklesimer	732	Surace-Smith
Kevin Talbot	1,499	Joseph Diecedue	Stephen Creaghan	1,044	Joseph Diecedue	James Franklin	727	Altig-Orlovic-Hay
Robert Nolan	1,498	Paul Rumbuc	Monica Murray	1,044	Bob Wingate	Premlata Pandey	724	Josh Chalom
Kyle Lewicki	1,490	Surace-Smith	Minh Phung	1,010	Scott Rehberg	Carl Nazaire	723	Giglione-Ackerman
Alex Elledge	1,476	Slav Bitman	Thomas Felicciardi	994	Theodore Pappas	Aaron Booth	722	Simon Arias
Felix Berger	1,440	Chris Hernandez	Forest Gsell	980	Javier Sandoval	Donald Wilds	716	Simon Arias
Michael Polakowski	1,435	Simon Arias	Daniel Walton	980	Surace-Smith	John Reeves	707	Jeremy Welch
Sione Aholoka	1,423	Steve Friedlander	Daniel Bernard	978	Oldham-Bianchi	Lynda Gleeson	703	Bob Olson
Craig Wright	1,413	Sonny Gurney	Jackson Etienne	966	Chris LaFond	Kyle Istvanditsch	700	T J Powers
Bryan Czajkowski	1,412	Matt Henderson	Timothy Clark	953	Surace-Smith	Javier Arce	690	Matt Henderson
George Babish	1,400	Simon Arias	Heather English	945	Surace-Smith	Scott Ramsey	684	Alex Roland
Mario Chavez	1,386	Jatoft-Foti	Matthew Hodge	933	Oldham-Bianchi	Sean Cahill	683	David Hausman
Nicholas Andres Powell	1,381	Altig-Orlovic	David Miller	932	Philip Prata	Darrell Asbell	681	Altig-Orlovic
Jonathan Tomko	1,373	Surace-Smith	Timothy Watson	930	Surace-Smith	Charles Hood	675	Matt Henderson
Jonathan Laaker	1,371	Cunningham-Weatherspoon	Sommer Daves	928	Jason Adamo	Albert Lau	672	Cohen-Cohen
J F Musgrave	1,365	Imran Satti	Karen Cheng	926	Simon Arias	Joseph Falzone	659	Dorian Oldham
Sara Gilley	1,362	Altig-Orlovic-Hay	Craig Shaw	924	Altig-Orlovic	Phyo Phyo	651	David Hausman
Terry Harper	1,361	Simon Arias	Timothy Almond	919	Slav Bitman	Stacey Davis	650	Samantha Chui
Ashley Delevieuse	1,354	Philip Prata	Andrew Pratt	914	Cunningham-Weatherspoon	Zachary Ledyard	649	Altig-Orlovic
Justin Carter	1,352	Simon Arias	Mark Arrigo	908	Oldham-Bianchi	Alexandra Wolter	644	Altig-Orlovic-Deley
Nicole Johnson	1,341	Surace-Smith	Jesse Spencer	907	Oldham-Bianchi	Antonio Bond	643	Surace-Smith
Melissa Wartman	1,335	Surace-Smith	Stephen Kemper	906	Richard Correa	Shelly Cullen	643	Steve Friedlander
Donna Trotta	1,305	Theodore Pappas	Samy Jacques	905	Williams-Zophin	Kori Firmin	643	Steve Greer
Mary Maida Fujii	1,299	Steve Friedlander	Brent Wilhelmi	898	Richard Correa	Dominic Park	642	Theodore Pappas
Tyler Stewart	1,291	Simon Arias	Ataka Reed	891	Bob Olson	Yolanda Richardson	641	Slav Bitman
Steve Svendson	1,284	Richard Correa	Ronnie Patea	884	Steve Friedlander	David Shirley	639	Michael LiBassi
Phillip Rigoli	1,283	Laura Fisher	Harvey Finkel	883	Williams-Zophin	Preston Turner	638	Richard Correa
Elizabeth Lo	1,278	Steve Friedlander	Nadezhda Vitchev	882	Furer-Whittinghill	Craig Blankenship	637	Surace-Smith
Jonathan Phillips	1,278	Jeremy Welch	Daniel Fifita	880	Steve Friedlander	Thomas Soloweyko	634	Steve Greer
Christopher Osborn	1,277	Scott Sonnenberg	Kimberly Alston	874	Slav Bitman	Jennifer Mitchell	633	Altig-Orlovic-Hay
Amber Burchett	1,272	Surace-Smith	Sean Hudson	856	Tim McAdams	Alisi Sanalio	633	Steve Friedlander
Gloria Shu	1,272	Altig-Orlovic	Jesse Remby	851	Simon Arias	Ronald Kutruff	611	Simon Arias
Puhi Pivac	1,248	Steve Friedlander	Andre Bent	843	Bob Olson	Daniel Rapp	599	Jeffery Thiel
Scott Smith	1,247	Fred Hadayia	Kiriraukawa Hayward	839	Steve Friedlander	Karen Parson	596	Michael LiBassi
Senelinah Talamaiavao	1,211	Steve Friedlander	John Stankoski	837	Simon Arias	Lora Beronja	587	Chris Hernandez
Heather Eaton	1,178	Jeremy Harbin	Adriana Lopez	836	Bob Wingate	Dominique Bertoncini	585	Jatoft-Foti
Eric Hidy	1,165	Dorian Oldham	Brandon Baker	826	Travis Moody	John Bacaron	581	Cohen-Cohen



Qualifier	Bonus	SGA	Qualifier	Bonus	SGA	Qualifier	Bonus	SGA
Reynolds Akuamoa	\$580	Theodore Pappas	Violetta Goldman	\$433	Oldham-Bianchi	Adrienne Mackay	\$288	Joseph Diecedue
Peter Kwiatkowski	578	Chris Hernandez	Donny Shumkuenip	429	Steve Friedlander	Arnaecia Alridge	288	Steve Greer
Gary Brown	577	Surace-Smith	Tracy LePore	429	Bob Olson	Amie McCracken	286	Richard Correa
Zachary Santino	577	Oldham-Bianchi	Daniel J Johnson	426	Giglione-Ackerman	Teresa Salgado	286	Desi Dimitrova
Cameron Cimino	574	Simon Arias	Scot Gates	422	Richard Correa	Elaine Kulawiak	280	Oldham-Bianchi
Jocelyn Readnour	573	Eric Cochran	Sara Wonderling	418	Oldham-Bianchi	Debra Hunter	279	Fred Hadayia
Clovis Chan	572	Altig-Orlovic	Nathaniel Tardif	412	Altig-Orlovic	Uatesoni Filimoechala	278	Steve Friedlander
Bruce Tan	569	Altig-Orlovic	Marcus Howard	405	Surace-Smith	Lisa Smith	273	Scott Sonnenberg
Dustin Edgell	568	Paul Rumbuc	Mercedes Lloyd	404	Kevin Davis	Raphael Musto	267	Simon Arias
Rodney Wilson	568	David Hausman	Darrell Nelsen	398	Tiffany Roland	Meakie Grice	265	Theodore Pappas
Shannon Dinger	555	Joseph Diecedue	Brodie Fischer	397	Imran Satti	Michelle Crowe	261	Simon Arias
Richard Dyer	543	Jason Adamo	Carrie Bowman	390	Surace-Smith	Linda Moore	261	Bob Olson
Raymon Reynolds	538	Alex Roland	Randy Wright	389	Brandon Cooley	Earl Phillips	257	Cunningham-Weatherspoon
Anita Ferris	537	Steve Friedlander	Candice Beadle	389	Steve Greer	Nicholo Arceo	257	Jatoft-Foti
Ileana Rosas	537	Cohen-Cohen	Jennifer McBroom	388	Slav Bitman	LeeAnne Pace	254	Scott Sonnenberg
Justin Wise	533	Jeremy Welch	Liam Flaherty	383	Simon Arias	Bernadette Casciato	254	Simon Arias
Desmond Kamara	532	Laura Fisher	Craig Beck	377	Samantha Chui	Christopher Buonanni	253	Matt Henderson
Abdul Yusuff	532	Simon Arias	Paw Sandberg	376	James Bailey	Trauja Purifoy	251	Mark Hancock
Nasr Quadri	530	Theodore Pappas	Craig Steeves	375	Williams-Zophin	Larielle Major	247	Joseph Diecedue
Brandon Smith	527	Bob Wingate	Russell Trujillo	372	Richard Correa	Kristel Kreiser	245	Fred Hadayia
Edward Davidson	527	Mark Hancock	Levi Stearns	367	Altig-Orlovic	Bryon Welch	242	Steve Friedlander
Kyle Taylor	526	Travis Moody	Bret Green	354	Altig-Orlovic	Matthew Caternolo	235	Simon Arias
Marian Sertler	526	Sabrina Lloyd	Erin Yuhas	353	Christopher Jordan	Pamela Altman	234	Surace-Smith
Noel Rose	524	Williams-Zophin	Tia McCutcheon	353	Cunningham-Weatherspoon	Christine Weatherspoon	230	Mark Beckford
Richard Nypower	520	Altig-Orlovic	Nicholas McCorkindale	349	Steve Friedlander	Nina Dolman	229	Altig-Orlovic-Traboulay
William Howard	519	Slav Bitman	Wendy Sotelo	346	Desi Dimitrova	Tiare Hubbard	228	Altig-Orlovic
Alomkone Soundara	515	Jatoft-Foti	Derek Hamm	344	Matthew Hogan	Tian Luo	227	Imran Satti
Christopher Newman	513	Surace-Smith	Eric Trautloff	344	Furer-Whittinghill	TuVanCathy Diep	225	Imran Satti
Seluvaia Tonga	507	Steve Friedlander	Lorette Hines	340	Steve Greer	Kingsley Tazinya	222	Dan Rubio
Robert Sobczakslomczew	504	Altig-Orlovic-Lyse	Terrence Williams	338	Fred Hadayia	Cameron Kline	221	Altig-Orlovic
Thomas Tiller	500	Jeffery Thiel	Brian Hutchings	338	Oldham-Bianchi	Andrew Paogofie	220	Steve Friedlander
Patrick Summers	499	Williams-Zophin	Zac Dajos	338	Paul Rumbuc	Emilexis Medina	217	Theodore Pappas
Nicole Conrad	496	Fred Hadayia	Janice Karingten	337	Altig-Orlovic	Denice Copp	213	Imran Satti
Raymond Ochoa	489	Desi Dimitrova	Danilo Mendoza	337	Matt Henderson	Nehemiah Lucas	212	Joseph Diecedue
Kasun Mapatuna	484	Altig-Orlovic	Dawn Montgomery	328	Williams-Zophin	Ahmad Abdollahzadeh-Parsa	212	Cohen-Cohen
Randall D Cook	481	Joseph Diecedue	Carl Carlberg	327	Gevorg Yanukyan	Kelly Gannon	211	Eric Neal
Larry Long	480	Simon Arias	Colleen Stansu	325	Sabrina Lloyd	Joshua Cook	205	Simon Arias
Timothy Velky	479	Eric Cochran	Christopher McFoy	318	Jatoft-Foti	Brian Jerome	201	Williams-Zophin
Philip Russo	479	Simon Arias	Emilio Kim	317	Altig-Orlovic	Timmy Sorensen	200	Scott Sonnenberg
Mario Meza	475	Dorian Oldham	Maren Conway	308	Fred Hadayia			
Mark Gontarz	471	Imran Satti	Amber Resendiz	308	Steve Greer			
John Velardo	470	Chris LaFond	Jeremy Engrav	307	Chris Hernandez			
Joshua Crisp	469	Surace-Smith	Christopher McMenomy	306	Jeffery Thiel			
Bryce Hencke	468	Matt Henderson	Philip Roffi	306	Furer-Whittinghill			
Alexander Dorey	468	Imran Satti	Bryan Peters	304	Eric Neal			
Staci Daggett	457	Richard Correa	Lisa Richardson	302	Mark Hancock			
Michelle Dupuis	457	Richard Correa	David Hawkins	300	Simon Arias			
Madai Price	452	Williams-Zophin	Stephen Jeung	300	Cohen-Cohen			
Daniel G Johnson	450	Surace-Smith	Mary-Delores Ayarzagotia	299	Matt Henderson			
Prentiss Parker	445	Cohen-Cohen	Tevita Tupouniua	297	Steve Friedlander			
Cory Hobbs	440	Mark Hancock	Lawerence Smith	294	Steve Greer			
Jovani Chappel	440	Simon Arias	James Mollett	292	Cohen-Cohen			
Brandon Summerton	438	Altig-Orlovic-Traboulay	Josh Schwab	290	Simon Arias			
Denise Berrios	436	Bob Wingate	Alan Pazmoran	289	Josh Chalom			

SA CODES

This insert recognizes SAs, GAs, and MGAs for the number of new agents who were coded under their hierarchy for the month. The minimums for recognition are:
SA & GA – at least two codes during the month
MGA – at least three codes during the month

Name	#	SGA	Name	#	SGA	Name	#	SGA
Jessica Dean	4	Altig-Orlovic	Levi Stearns	2	Altig-Orlovic	Joseph Falzone	2	Dorian Oldham
Harold Durana	4	Jatoft-Foti	Jonathan Woelfle	2	Altig-Orlovic	Eric Hidy	2	Dorian Oldham
Unique Hunnicutt	4	Alex Roland	Terry Houser	2	Altig-Orlovic-Deley	Jacqueline Kosalek	2	Oldham-Bianchi
Alexander Keats	3	Altig-Orlovic	Alvin Massenbourg	2	Altig-Orlovic-Hay	Meredith Mills	2	Oldham-Bianchi
Fabian Mundaca	3	Altig-Orlovic	Alfred Harris	2	Altig-Orlovic-Lyse	Jesse Spencer	2	Oldham-Bianchi
Derrick Mason	3	Altig-Orlovic-Deley	Ondrej Havelka	2	Altig-Orlovic-Traboulay	Andre Bent	2	Bob Olson
Cole Murphy	3	James Bailey	Charles Diulus	2	Simon Arias	Erin Murray	2	Bob Olson
Albert Lau	3	Cohen-Cohen	Sokol Fazliu	2	Simon Arias	Ataka Reed	2	Bob Olson
Mia Seagraves	3	Cohen-Cohen	Aaron Price	2	Simon Arias	Giancarlo Altube	2	Theodore Pappas
Moses Nasalo	3	Steve Friedlander	Philip Russo	2	Simon Arias	Alisha Armand	2	Theodore Pappas
Vaine Rere	3	Steve Friedlander	William Buck	2	James Bailey	Nickole Walker	2	Cisco Perez
Ritia Tokahere	3	Steve Friedlander	William Howard	2	Slav Bitman	Darrell Nelsen	2	Tiffany Roland
Jordan Freeman	3	Steve Greer	Amy Smith	2	Slav Bitman	Jason Green	2	Paul Rumbuc
Lawrence Smith	3	Steve Greer	Clifford Feldman	2	Richard Correa	Willie Gandy	2	Scott Sonnenberg
Joseph Hagerman	3	Jeremy Harbin	Scott Gates	2	Richard Correa	Timmy Sorensen	2	Scott Sonnenberg
Jasmyn Ulberg	3	Dorian Oldham	Peter Van Der Westhuizen	2	Richard Correa	Lauren Steed	2	Scott Sonnenberg
Robert Reagan	3	Scott Rehberg	Tia McCutcheon	2	Cunningham-Weatherspoon	Pamela Altman	2	Surace-Smith
Cody Walker	3	Paul Rumbuc	Earl Phillips	2	Cunningham-Weatherspoon	Amber Burchett	2	Surace-Smith
Lisa Smith	3	Scott Sonnenberg	Akenese Ati	2	Steve Friedlander	Heather English	2	Surace-Smith
Christopher Kennedy	3	Surace-Smith	Josephine Brown	2	Steve Friedlander	Ryan Fickert	2	Surace-Smith
Harvey Finkel	3	Williams-Zophin	Jason James	2	Steve Friedlander	Adam Huck	2	Surace-Smith
Richard Dyer	2	Jason Adamo	Nicholas McCorkindale	2	Steve Friedlander	Kyle Lewicki	2	Surace-Smith
Dante Beasley	2	Altig-Orlovic	Ronnie Patea	2	Steve Friedlander	Jessimi Lewis	2	Surace-Smith
Jacob Brockmann	2	Altig-Orlovic	Dean Jensen	2	Steve Greer	Andre McCallum	2	Surace-Smith
Mary Garriott	2	Altig-Orlovic	Gyad Ferguson	2	Fred Hadayia	Katie Shugert	2	Surace-Smith
Cathy Holly	2	Altig-Orlovic	Donald Dowbor	2	Mark Hancock	Josh Wheeler	2	Surace-Smith
Cameron Kline	2	Altig-Orlovic	Rodney Wilson	2	David Hausman	Thomas Tiller	2	Jeffery Thiel
Jahara Lewis	2	Altig-Orlovic	Kasey Williamson	2	Chris Hernandez	Kathleen Barnes	2	Jeremy Welch
Pon Mom	2	Altig-Orlovic	Alomkone Soundara	2	Jatoft-Foti	Dawn Montgomery	2	Williams-Zophin
Chang Saefong	2	Altig-Orlovic	Justin Greenwalt	2	Michael LiBassi	LaKeytha Murray	2	Williams-Zophin

GA CODES

Name	#	SGA	Name	#	SGA	Name	#	SGA
Sean O'Reilly	7	Cunningham-Weatherspoon	Christopher Favor	4	David Hausman	Andrew Pratt	3	Cunningham-Weatherspoon
Anita Ferris	7	Steve Friedlander	Bryan Peters	4	Eric Neal	Mercedes Lloyd	3	Kevin Davis
Jennifer Kinder	7	Dorian Oldham	Mark Glazer	4	Theodore Pappas	Randall Cook	3	Joseph Dicedue
Christopher Newman	7	Surace-Smith	Bobby Szwaja	4	Theodore Pappas	Phillip Rigoli	3	Laura Fisher
Lynda Gleeson	6	Bob Olson	Ashley Delevieleuse	4	Philip Prata	Loretta Ekeroma	3	Steve Friedlander
Kevin Ristau	6	Alex Roland	Minh Phung	4	Scott Rehberg	Bryon Welch	3	Steve Friedlander
Christine Weatherspoon	5	Mark Beckford	Marcus Noel	4	Imran Satti	Eric Trautloff	3	Furer-Whittinghill
Senelinah Talamaivao	5	Steve Friedlander	Dustin Dunlap	4	Surace-Smith	Richard Barbour	3	Steve Greer
DeAnthony Hartman	5	Paul Rumbuc	Cameron Cimino	3	Simon Arias	Thomas Soloweyko	3	Steve Greer
Matthew Conrad	5	Surace-Smith	Joshua Fosnight	3	Simon Arias	Karen Parson	3	Michael LiBassi
Travis Picklesimer	5	Surace-Smith	Michael Logue	3	Simon Arias	Matthew Hodge	3	Oldham-Bianchi
Alex Elledge	4	Slav Bitman	Kimberly Alston	3	Slav Bitman	Zachary Santino	3	Oldham-Bianchi
Linda Jackson	4	Steve Friedlander	Christopher Follestad	3	Slav Bitman	Annie Howard	3	Bob Olson
Vatapuia Vavau	4	Steve Friedlander	Randy Wright	3	Brandon Cooley	John Serrano	3	Philip Prata
Valerie Cormier	4	Steve Greer	Andrew McQuade	3	Richard Correa	Carl Smith	3	Javier Sandoval

GA CODES

Name	#	SGA	Name	#	SGA	Name	#	SGA
Amanda Beyersdorff	3	Surace-Smith	Lalitha Janardhanan	2	Slav Bitman	Larry Finch	2	Matthew Hogan
Nicole Johnson	3	Surace-Smith	Craig Beck	2	Samantha Chui	Dominique Bertoncini	2	Jatoft-Foti
Daniel Walton	3	Surace-Smith	Christopher Madsen	2	Eric Cochran	Mario Andres Chavez	2	Jatoft-Foti
Christopher McMenemy	3	Jeffery Thiel	Richard Lyddon	2	Richard Correa	Francisco Zarathustra	2	Jatoft-Foti
Anthony Stephens	3	Jeffery Thiel	Crystal Lynch	2	Richard Correa	Andrew Jaycox	2	Chris LaFond
Justin Wise	3	Jeremy Welch	Brent Wilhelmi	2	Richard Correa	Brandon McCrea	2	Travis Moody
Amanda Zophin	3	Williams-Zophin	Heather Leitch	2	Cunningham-Weatherspoon	Christina Black	2	Oldham-Bianchi
Richard Dyer	2	Jason Adamo	Stephen Creaghan	2	Joseph Diecedue	Matthew Ficarra	2	Oldham-Bianchi
Benjamin Ainscough	2	Altig-Orlovic	Leland Smith	2	Joseph Diecedue	Burnette Hughes	2	Bob Olson
Doris Garrett	2	Altig-Orlovic	Reynaldo Singson	2	Desi Dimitrova	Reynolds Akuamo	2	Theodore Pappas
Bruce Viaje	2	Altig-Orlovic	Andre Hawthorne	2	Laura Fisher	Louis Giogaia	2	Theodore Pappas
Patrick Cotton	2	Altig-Orlovic-Deley	Sione Aholoka	2	Steve Friedlander	Shahab Mahdavejad	2	Theodore Pappas
Andrew Haskins	2	Altig-Orlovic-Hay	Rita Charles	2	Steve Friedlander	Billy Northington	2	Alex Roland
Jennifer Mitchell	2	Altig-Orlovic-Hay	Daniel Fifita	2	Steve Friedlander	Scott Ramsey	2	Alex Roland
Tyler McBride	2	Altig-Orlovic-Traboulay	Seiloni Filimochala	2	Steve Friedlander	Craig Duletzke	2	Dan Rubio
Aaron Booth	2	Simon Arias	Mary Maida Fujii	2	Steve Friedlander	Alexander Dorey	2	Imran Satti
Bernadette Casciato	2	Simon Arias	Graeme Orr	2	Steve Friedlander	Christopher Osborn	2	Scott Sonnenberg
Jovani Chappel	2	Simon Arias	Philip Roffi	2	Furer-Whittinghill	LeeAnne Pace	2	Scott Sonnenberg
Paul DeRenzo	2	Simon Arias	Darrell Jones	2	Giglione-Ackerman	London Burnett	2	Surace-Smith
Eric Ebbitt	2	Simon Arias	Christopher Chovanec	2	Steve Greer	Kevin Holtz	2	Surace-Smith
Mark Gorman	2	Simon Arias	Tracy Haden	2	Steve Greer	David Livingston	2	Surace-Smith
Dan Nebraski	2	Simon Arias	Debra Hunter	2	Fred Hadayia	Anthony Theriault	2	Surace-Smith
Ronald Rennich	2	Simon Arias	Scott Smith	2	Fred Hadayia	Kyle Wrobel	2	Surace-Smith
Tyler Stewart	2	Simon Arias	Cory Hobbs	2	Mark Hancock	Daniel Rapp	2	Jeffery Thiel
Jessica Tasky	2	Simon Arias	Mary-Delores Ayarzagoitia	2	Matt Henderson	Dustin Rushin	2	Bob Wingate
Hannah Welfing	2	Simon Arias	Peter Kwiatkowski	2	Chris Hernandez			

MGA CODES

Name	#	SGA	Name	#	SGA	Name	#	SGA
Mathew Hart	14	Surace-Smith	Rodney Ward	7	Paul Rumbuc	Daniel Bauer	5	Simon Arias
Stephen Hill	13	Steve Friedlander	Elias Hazen	7	Surace-Smith	James Keefer	5	Simon Arias
Raymond Risucci	12	Dorian Oldham	Mark Neilson	6	Altig-Orlovic	Brian Welsh	5	Simon Arias
Justin Adams	11	Simon Arias	Ashlynn Orng	6	Altig-Orlovic	Dmitriy Kagan	5	Slav Bitman
Steven Cox	10	Steve Friedlander	James Raymond	6	Altig-Orlovic	Jared Cleckner	5	Brandon Cooley
Jason Bratin	10	Theodore Pappas	Randy Teyssier	6	Simon Arias	I-Perfection Harris	5	Cunningham-Weatherspoon
Darron Hacker	10	Surace-Smith	Dennis George	6	James Bailey	Simon Rolland	5	Steve Friedlander
Zachary Hart	10	Surace-Smith	Chad Hatfield	6	Brandon Cooley	Magda Figueiredo	5	Giglione-Ackerman
Matthew Parks	9	Surace-Smith	Mack Doby	6	Joseph Diecedue	Richard Nicholson	5	Jeremy Harbin
Matthew Diulus	8	Simon Arias	Ryan Hall	6	Laura Fisher	Sarai Castanon	5	Jatoft-Foti
Angel Sanchez	8	Scott Sonnenberg	Taina Lameko	6	Steve Friedlander	Kristy Nguyen	5	Jatoft-Foti
Matthew Turnquist	7	Richard Correa	James Lochar	6	Christopher Jordan	Jarred Sykes	5	Eric Neal
Ofa Tupouniua	7	Steve Friedlander	Mark Wyner	6	Sabrina Lloyd	Cherie Adams	5	Bob Olson
Mark Corkrean	7	Steve Greer	Mark Kukielski	6	Eric Neal	Melne Lewis	5	Bob Olson
Brett Gryska	7	Oldham-Bianchi	Stephen Jubrey	6	Oldham-Bianchi	Richard Henry	5	Alex Roland
Levar Morgan	7	Theodore Pappas	Leslie Ellis	6	Bob Olson	Matt Pflueger	5	Tiffany Roland
Robert Shafer	7	Scott Rehberg	Bobby Gujral	5	Altig-Orlovic	Jeremy Barrier	5	Scott Sonnenberg
Ala Awad	7	Alex Roland	Colin Lyse	5	Altig-Orlovic-Lyse	Brandon MacDonald	5	Scott Sonnenberg

MGA CODES

Name	#	SGA	Name	#	SGA
Daniel Hartwig	5	Surace-Smith	William Smith	3	Steve Friedlander
Daniel Armstrong	4	Altig-Orlovic	Sara Welch	3	Steve Friedlander
Hunter Houvener	4	Altig-Orlovic	Kenneth Greer	3	Steve Greer
Nicholas Lorence	4	Altig-Orlovic	Souleymane Bah	3	Fred Hadayia
Ryan Stenglein	4	Altig-Orlovic	Samuel Cohen	3	Fred Hadayia
Troy Plummer	4	Altig-Orlovic-Hay	Marisa Willgruber	3	Fred Hadayia
Peter Hudousek	4	Altig-Orlovic-Traboulay	John Hancock	3	Mark Hancock
Aaron Parks	4	Simon Arias	Cara DeFiore	3	Chris Hernandez
Eric Powell	4	James Bailey	Darren Miller	3	Chris Hernandez
Kellen Cuttance	4	Slav Bitman	Richard Johnson	3	Matthew Hogan
Carla Miller	4	Samantha Chui	Doreen Ryan-Foti	3	Jatoft-Foti
Arnold Pacleb	4	Cohen-Cohen	Timothy Kieran	3	Chris LaFond
Corey Neff	4	Brandon Cooley	Jake Yagjian	3	Chris LaFond
Krista Thieme	4	Brandon Cooley	Baylee Burrowes	3	Michael LiBassi
Lucky Faaitiiti	4	Steve Friedlander	Zach Otto	3	Sabrina Lloyd
Lorenzo Lameko	4	Steve Friedlander	Mathew Mealey	3	Travis Moody
Sharif Grays	4	Furer-Whittinghill	Michael Romeo	3	Oldham-Bianchi
Evan Holzhauser	4	Giglione-Ackerman	Syed Quadri	3	Theodore Pappas
Jack Keiderling	4	Giglione-Ackerman	Lleison Martinez	3	Cisco Perez
Cody Terrell	4	Maria Greene	Josh Bloomquist	3	Tiffany Roland
Michael Laramie	4	Steve Greer	Darcy Schrieber	3	Paul Rumbuc
Susan Bergh	4	Sonny Gurney	Robert Kanaan	3	Imran Satti
Kody Karhliker	4	Jeremy Harbin	Alvin Jackson	3	Scott Sonnenberg
Mitch Duplantis	4	David Hausman	Tim Smith	3	Jeffery Thiel
Dorian Brown	4	Matt Henderson	Tasha Tucker	3	LaTonya Tucker
Danielle Jankowski	4	Michael LiBassi	Adeyemi Akinade	3	Williams-Zophin
Hal Herman	4	Oldham-Bianchi	Nigel Crowe	3	Williams-Zophin
David Wang	4	Bob Olson	Bo Gentile	3	Williams-Zophin
George Noujaim	4	Philip Prata	Henry Ingraham	3	Williams-Zophin
Steven King	4	Paul Rumbuc			
Lamine Diakhate	4	Imran Satti			
Robert Dunn	4	Surace-Smith			
Brian Culp	4	Jeremy Welch			
Kyle Johnson	4	Williams-Zophin			
Fritznel Octave	4	Williams-Zophin			
Juan Cardona	4	Bob Wingate			
Michael Mandella	4	Bob Wingate			
Andrew Bishop	3	Altig-Orlovic			
Todd Bornstein	3	Altig-Orlovic			
Roger Fung	3	Altig-Orlovic			
Trevor Mayer	3	Altig-Orlovic			
Ryan McIntosh	3	Altig-Orlovic			
Eric LaBossiere	3	Altig-Orlovic-Deley			
John Sparby	3	Altig-Orlovic-Deley			
Jonathan Maust	3	Altig-Orlovic-Hay			
Ryan Tucker	3	Altig-Orlovic-Hay			
Ryan Bisanz	3	Altig-Orlovic-Traboulay			
Michael Clemente	3	Simon Arias			
Lucan Schmidt	3	Simon Arias			
Rencel Jones	3	Slav Bitman			
Byron Paz	3	Josh Chalom			
Curtis Moreland	3	Brandon Cooley			
Joshua Goodman	3	Richard Correa			
Kyle Klipp	3	Richard Correa			
John Ophals	3	Cunningham-Weatherspoon			
Joshua Jackson	3	Joseph Diecedue			
Juan de la Cruz	3	Desi Dimitrova			



PERSONAL RECRUIT

— PRODUCTION BONUS —

For Hires in the month of December and January "Personal Recruit" is defined as someone not in RMS or acquired through an ad (or similar) paid for by the SGA or MGA Will have a "Personal Recruit Hire Form" which will certify the above and must be signed by recruit, SGA, and personal recruiter If recruited by a career agent, the recruit does not need to be coded to that agent.

Contest Total Bonus Payout:

\$174,750

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus		
Aaron Dunlap	\$3,750	Wesley Wilkinson	\$1,500	Ofa Tupouniua	\$750	Anthony Hebert	\$250	Senelinah Talamaivao	\$250
Debbie Moke	3,750	Quiona Bryant	1,000	Michael Vasu	750	Andrew Helgeson	250	Bruce Tan	250
Sione Aholoka	3,000	Juan de la Cruz	1,000	Thomas Vena	750	Tosha Henderson	250	Maulalo Taufao	250
Kenneth Greer	3,000	Alexandra Graham	1,000	Bryon Welch	750	Jennifer Holliday	250	Alison Teepa	250
Daniel Fifita	2,500	Ryan Hall	1,000	Israel Wizenfeld	750	Samy Jacques	250	Cody Terrell	250
Mary Maida Fujii	2,500	Newman Hoverd	1,000	Craig Wright	750	Jason James	250	Randy Teyssier	250
Nitesh Bhogaraju	2,250	Zachary Ledyard	1,000	Mark Wyner	750	Christian Jones	250	Krista Thieme	250
Miguel Cotrina	2,250	Raymond Ochoa	1,000	Kori Firmin	500	Hyungjun Kae	250	David Tubbin	250
Kasali Kotun	2,250	Premlata Pandey	1,000	Joseph Jensen	500	James Keefer	250	Tasha Tucker	250
Cherie Adams	1,750	David Rockway	1,000	Fabian Mundaca	500	Tom Kijanowski	250	Tevita Tupouniua	250
Jodi Bohdal	1,750	Hayley Smith	1,000	Puhi Pivac	500	Taina Lameko	250	Jasmyn Ulberg	250
Josephine Brown	1,750	Ransey Vazquez	1,000	Anthony Stephens	500	Thomas Lapinski	250	Kristi Vang	250
Daniel G Johnson	1,750	Aaron Booth	750	Sara Welch	500	Chin Long	250	Cody Walker	250
Theodore Lamm	1,750	Carrie Bowman	750	Patosina Winterstein	500	Nicholas Lorence	250	Angela Waller	250
Clera Matafai	1,750	Jennifer Bowman	750	Andrew Aaron	250	Jonathan MacLennan	250	Richard Walus	250
Aaron Parks	1,750	Amber Burchett	750	Omar Akram	250	Viva Mafua	250	George Waters	250
Jamie Perse	1,750	Edward Davidson	750	Jervis Archer	250	Krystle Mallett	250	Josh Wheeler	250
Lawrence Smith	1,750	Heather English	750	Mary-Delores Ayarzagoitia	250	Gina Martinez	250	Beth Wiese	250
Brian Welsh	1,750	Debbie Ezernack	750	Andre Bent	250	Arthur McDonald	250	Jason Wilk	250
Adeyemi Akinade	1,500	I-Perfection Harris	750	Nicolas Bohle	250	Ryan McIntosh	250	Justin Wise	250
James Allen	1,500	Andrew Hennick	750	Joshua Boulay	250	Christopher McMenomy	250	Michael Wolfe	250
Amelyn Baniqued	1,500	Lorrette Hines	750	Jason Bratin	250	Mathew Mealey	250	Anthony Wright	250
Heather Beals	1,500	Cathy Holly	750	Dorian Brown	250	David Miller	250	Kulisitina Wulf	250
Felix Berger	1,500	Lindsay Hoopes	750	Ross Budweg	250	Meredith Mills	250	Jake Yagjian	250
Sean Cahill	1,500	Unique Hunnicutt	750	Michael Burningham	250	Glenn Mitchell	250		
Corey Champagne	1,500	Kyle Istvanditsch	750	Justin Carter	250	Erin Moore	250		
Brian Culp	1,500	Andy Jaikaran	750	Ruth Charlesworth	250	Stephen Moore	250		
Joshua Davidson	1,500	Daniel J Johnson	750	Robert Chun	250	Svetoslav Nedev	250		
Loretta Ekeroma	1,500	Rodney Johnson	750	Jeffery Churchfield	250	Samantha Nieman	250		
Salafai Elisara	1,500	Christine Judge	750	Christopher Clark	250	Billy Northington	250		
Larry Finch	1,500	Timothy Kieran	750	Jared Cleckner	250	Arnold Pacleb	250		
Josh Fosnight	1,500	Tracy LePore	750	Nicole Conrad	250	Chad Panzer	250		
Jenna Gass	1,500	Teaunna Lester	750	Jack Croxall	250	Dominic Park	250		
Godfrey Goodrich	1,500	Brittany Martins	750	Lori Dacyk	250	Karen Parson	250		
Jason Green	1,500	Helen Miller	750	Stacey Davis	250	Kershawn Payne	250		
Denise Hewison	1,500	Levar Morgan	750	Ashley Delevieuse	250	Kassandra Personett	250		
Mike Hudnall	1,500	George Noujaim	750	Richard Dorsey	250	Benjamin Pettingill	250		
Jason Lassic	1,500	Matt Pflueger	750	Donald Dowbor	250	Chad Potts	250		
Kyle Lewicki	1,500	Ataka Reed	750	Jennifer Duke	250	Maria Ramirez	250		
Natalie Linker	1,500	Ali Rothbaum	750	Tracy Duran	250	Antonio Reyes	250		
Beau Locker	1,500	Atta Saleh	750	Leslie Ellis	250	Marc Robinson	250		
Adriana Lopez	1,500	Alisi Sanalio	750	Jonathan Emura	250	Shawna Rocklein	250		
Brandon MacDonald	1,500	Tyler Scroggin	750	Wes Fannin	250	Joseph Schneider	250		
Emil Mohareb	1,500	Ofa Siasau	750	Sean Flagler	250	Marian Sertler	250		
Va Moua	1,500	Samantha Sliger	750	Brittany Givens	250	Donald Sheldon	250		
Ronnie Patea	1,500	Dwelyn Smith	750	Lynda Gleeson	250	Harold Smilovitch	250		
Jeffrey Pearce	1,500	Tim Smith	750	Fred Goetz	250	Aaron Smith	250		
Yolanda Richardson	1,500	Robert Sobczakslomczew	750	Mark Gorman	250	Amy Smith	250		
Amr Shater	1,500	Taneshia Solomon	750	Ali Greenman	250	Tim Sorensen	250		
David Shirley	1,500	Thomas Soloweyko	750	Forest Gsell	250	Brian Soulard	250		
Jason Siliva	1,500	Dustin Surace	750	Johnny Gurley	250	Randolph Souliers	250		
Talalei Tanielu	1,500	Jessica Tasky	750	Zachary Hart	250	Rachyle Stansell	250		
Cathy Thompson	1,500	Thomas Tiller	750	David Hawkins	250	Colleen Stansu	250		